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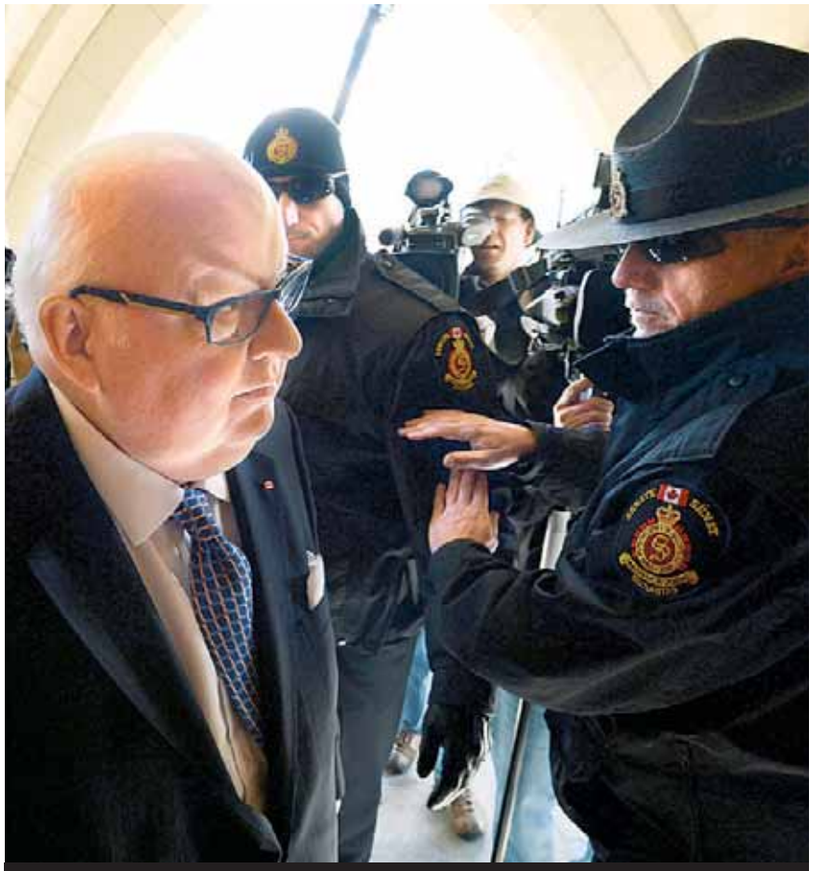
FILMS BASED ON TWO CORMAC MCCARTHY NOVELS HITTING THEATRES IN 2013 PAGE 11

Ex-hockey coach facing more sex-assault charges

More victims come forward with allegations against Ottawa minor coach after media attention PAGE 3

Naughty leopard outfits for little girls and other scary tales

Sure there's spooky Halloween stuff out there, but what's scarier is those who would take the terror out altogether, argues columnist PAGE 10



Sen. Mike Duffy arrives at the Senate on Tuesday.
SEAN KILPATRICK/THE CANADIAN PRESS

PM ordered me to repay expenses, Duffy tells Senate

Optics. Speech delivered as Senate considered motion to censure Duffy, Wallin and Brazeau

Mike Duffy says Prime Minister Stephen Harper, concerned about how the senator's burgeoning expense scandal was going over with the Conservative "base," ordered him to repay $90,000 in disallowed housing allowance claims.

In a riveting speech to his Senate colleagues, Duffy described a meeting in February with Harper and his then chief of staff, Nigel Wright, during which the three men — "just the three of us" — discussed the controversy.

"But the prime minister wasn't interested in explanations or the truth," Duffy said.

Duffy recounted Harper telling him: "'It's not about what you did. It's about the perception of what you did that's been created in the media. The rules are inexplicable to our base' ... I was ordered by the prime minister to pay the money back, end of discussion."

Duffy said when he complained that he couldn't afford to pay the money back, Wright offered to "write the cheque." He did not make it explicitly clear, however, whether Harper was privy to that part of the discussion.

Duffy's remarkable narrative — his first extensive public comments since the scandal erupted earlier this year — comes as the Senate debates the merits of a concerted Conservative effort to censure him and two other former Conservative colleagues.

The Senate is debating motions to suspend Duffy and former Conservative caucus colleagues Pamela Wallin and Patrick Brazeau, without pay, for "gross negligence" in their management of Senate resources.

A number of Conservative and Liberal senators say the move amounts to finding the trio, who are under RCMP investigation, guilty before they've been charged or convicted of any crime.

THE CANADIAN PRESS

What Harper supposedly said

"It's not about what you did. It's about the perception of what you did that's been created in the media."

Mike Duffy, recalling what Stephen Harper told him at a meeting where Nigel Wright was also present — "just the three of us"

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Investigation

Alyssa Hughes Lalonde, 12
POLICE HANDOUT

Cops plead for help in finding girl

Ottawa police are asking the public for help in finding a 12-year-old girl who has been missing since about 9 p.m. on Monday.

Police describe Alyssa Hughes Lalonde as white, about five-foot-three, with long dark hair with a mole between her eyebrows.

She was last seen wearing black pants, a grey hooded sweatshirt with "Immaculata" written on the front, and grey and pink Adidas runners.

Anyone with information should call police at 613-236-1222 ext. 5212 or Crime Stoppers at 613-233-8477 (TIPS) or toll free at 1-800-222-8477. METRO

Transit

Switch in LRT project leadership announced

Gary Craig, director of Ottawa's Rail Implementation Office, has decided to return to his former position as chief of light rail design and construction.

A change of leadership was announced in a memo from deputy city manager Nancy Schepers, which was distributed to city council members and media late Tuesday evening. METRO

More charges for ex-hockey coach

A former Ottawa minor-hockey coach is facing more sexual-assault charges after media attention to the case prompted more alleged victims to come forward, police say.

In March 2013 police began investigating allegations of historical sexual assaults involving a hockey coach and a young boy who was 11 years old at the time. The incidents were alleged to have occurred in Ottawa between 1987 and 1991 and criminal charges were laid in September 2013.

On Tuesday police arrested and charged the man with more than 30 sexual offences, including sexual assault and sexual interference and intimidation.

The new charges relate to multiple incidents, alleged to have occurred from 1971 to 1997, involving a total of 11 children, ranging in age from seven to 15.

Police said in a news release the man "coached various teams at the Bantam level in the Ottawa area during these years. He was also a baseball coach."

Kelly Jones, 57, of Ottawa is to appear in court Oct. 23 for a bail hearing.

Police say their investigation is ongoing and anyone with information about the case should call 613-236-1222, ext. 5944 or phone Crime Stoppers at 613-233-8477 (TIPS) or toll free at 1-800-222-8477.

METRO

Victoria's Secret opens at Bayshore Shopping Centre

It's here. Metro delves into the frilly, sensual world of Ottawa's newest retail outlet

DENIS ARMSTRONG
ottawa@metronews.ca

Victoria's Secret isn't a secret in Ottawa anymore.

More than 500 anxious shoppers waited patiently in line on Bayshore Shopping Centre's ground floor to be among the first to shop at Victoria's Secret Tuesday night, before the store's official opening Wednesday at 9 a.m.

With more than 13,000 square feet of bras, panties, lingerie, loungewear and their now-iconic wings, the store did not have any trouble whatsoever living up to its reputation as a sexy fantasyland for women, and men, though strangely, very few men made it to the opening gala.

It's a formula that's built the brand into a global chain.

The store may be large but it feels intimate because it's divided into smaller sections that feel like bedrooms, with contrasting black floors and tables and bright pink accents and drapes. Everywhere you turn, there's a photo of a gorgeous model biting her lips or teasing her hair. The only thing she's wearing besides a bra and panties is Victoria's Secret perfume. The place smells eau de irresistible.

"I've been waiting for Victoria's Secret to come here for so long," said shopper Amanda Braks. "It's hard to find sexy clothes in Ottawa. Go to smaller cities like London and it has Victoria's Secret. Why did it take so long for them to come here?"

Down the hall, employees at Victoria's Secret's main competition, La Senza, were just as excited for the addition to the mall.

"It's going to be good for business because it brings lingerie in Ottawa out of the closet," said one member of the staff who didn't want to be identified.

Excited shoppers line up outside the new Bayshore Victoria's Secret location for an invitation-only shopping trip Tuesday night. DENIS ARMSTRONG/FOR METRO

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Sears

Make every day a great day.

Jim Chretien of Lincoln Heights Ford shows off the 2013 Lincoln MKS and the high-tech features designed to keep people safe and alert on the road. Inset: The car's screen display. DENIS ARMSTRONG/FOR METRO

Car of the future doesn't need you

Automated safety. New Lincoln's eerie self-awareness could save lives while making drivers obsolete

DENIS ARMSTRONG
ottawa@metronews.ca

This is the smartest car I know: a 2013 Lincoln MKS.

The car knows salesman Jim Chretien is driving because it's already sensing the smart MyKey key in his pocket, and has adjusted the steering wheel, seat position and radio volume before he even sits down.

Then, with a push of a button, the dash lights up like a Christmas tree and we're off.

A video screen shows our route down Carling to the next gas station. Chretien orders the operating system — I call him Hal — to find the all-Elvis satellite radio channel and raise the heat a degree.

Everything you learned about parallel parking is obsolete. The car does that itself, for the most part.

This tech is as amazing as the Wizard of Oz until it doesn't work exactly as planned. Halfway through our voyage, Chretien's boss — let's call him Hal 2 — phones. He wants to know where Chretien is and when he'll be back in the shop. Is there no escape from technology's clutches?

Where the big Lincoln really shines is on the highway. The adaptive cruise control is the closest thing to auto-pilot I've seen on four wheels. Radars in the car's front end keep your speed and distance from whatever is ahead of you constant.

Meanwhile, radars to the side tell you when you're drifting outside your lane and when there's a car in your blind spot. Another sensor tells you when you're not holding the steering wheel. There are settings so you can tweak the car stereo volume and lower the engine's top speed (if, say, your daughter is borrowing the car to go clubbing). If there's an accident, the car automatically calls the nearest 911.

"Within 10 years, cars will be autonomous; they'll drive themselves," Chretien promises. "The technology is already in the car. Now we have to build it into the road and highway systems."

Whether there's a point at which all this safety technology itself becomes a distraction, Chretien can't say.

"At this point, technology isn't making drivers lazier or less attentive," he says. "Quite the opposite, it's there to help focus drivers' attention to the road and save lives. Texting can be lethal when you're not paying attention to the road at 60 km/h for three seconds."

Tech upgrades

Allowing for distractions

A new survey by Ford of Canada says 93 per cent of Canadian teens and 97 per cent of their parents report driving while distracted by technology.

In Ontario, 72 per cent of teens and 67 per cent of parents admit to texting or talking while behind the wheel. Drivers who text while behind the wheel are 23 times more likely to be involved in a collision compared to undistracted drivers.

Auto makers are automating so many safety components into new cars, that within a decade, cars will be doing the driving themselves, leaving today's distracted drivers free to distract themselves.

"This technology will make you a better driver, not a safer driver," Chretien says. METRO

Investment in Kanata R&D facility surges

Huawei. Chinese company credits Ottawa's skilled workforce for rapid success, continued growth

TREVOR GREENWAY
ottawa@metronews.ca

A Chinese high-tech company has invested $80 million into its Canadian Research Centre in Kanata, surpassing its initial commitment of $65 million when it opened the facility in October 2010.

Huawei vice-president of corporate government affairs Scott Bradley said Tuesday the research and development facility has already created 125 new engineering jobs and the company should reach its initial goal of 157 new jobs by mid-2014 — a year and a half earlier than expected.

Bradley said the company will continue to grow in the city.

"We are going to continue to invest in Canada and build a presence here," he said.

"Ottawa is a place where we want to do business."

The announcement came in conjunction with Ottawa mayor Jim Watson's visit to Huawei's research and development facility in Shanghai as part of the city's trade mission to China. Watson called Huawei a "shining example" for other Chinese companies of the benefits that investing in the nation's capital can bring.

A Huawei mobile device. DAVID BECKER/GETTY IMAGES FILE

E-Namesake case

Ottawa pair nabbed following Aussie drug bust

A 47-year-old man and a 42-year-old woman from Ottawa could face multiple drug, fraud and passport-related charges after they were arrested last Friday in connection with an international drug smuggling network between Canada and Australia. The two Ottawa residents have been released from police custody.

TREVOR GREENWAY/FOR METRO

Planning committee

Reno, heritage labels, water main work OK'd

The city's planning committee approved plans Tuesday to renovate Somerset House. It also declared St. Charles Church, the British-American Bank Note building and the Alexander Fleck home heritage buildings, and approved a $2.8-million plan to install new water mains and sewers along Trim Road.

DENIS ARMSTRONG/FOR METRO

Knowledge is power. City hydro studies electric-car charging patterns

The electric-vehicle charger installed at city hall last year was used exactly 328 times and racked up 1,682 kilowatt hours, according to Hydro Ottawa Engineer Margaret Florence.

She told a crowd gathered at the Electronic Vehicles 2013 Conference and Trade Show Tuesday that almost a full year of charging only cost the utility company about $200. It's data Hydro Ottawa and environmental organization Pollution Probe are using to gear up for the future as they anticipate the emergence of electronic vehicles on Ottawa streets.

"In order to continue to provide our customers with reliable power, we need to be aware of any new trends that will affect the demands of electricity in the city," said Florence. "Trends such as the uptake of electric vehicles."

The data collected from the city hall car charger reveals what days and hours cars are charging and how long they are charging for. The results, however, don't reveal how many different cars are using the city hall charger.

According to the data, average charging time is two hours per car, with Tuesdays at 9 a.m. being the peak time.

The data is part of a larger study by Hydro Ottawa and Pollution Probe to characterize early adopters of electronic vehicles.

Early data shows residents who live closer to downtown are more likely to purchase electronic vehicles, than those who live on the outskirts of the city, said Florence.

TREVOR GREENWAY/FOR METRO

Quoted

"To provide our customers with reliable power, we need to be aware of any new trends that will affect the demands of electricity in the city. Trends such as the uptake of electric vehicles."

Hydro Ottawa engineer Margaret Florence

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'Spending is clearly under control.' Finance Minister Jim Flaherty says government will balance the budget in 2015

Minister of Finance Jim Flaherty responds to a question during question period in the House of Commons on Thursday.
SEAN KILPATRICK/THE CANADIAN PRESS

The federal government is reporting it is $7 billion ahead of pace in completely eliminating its deficit, likely giving the Harper Conservatives a clear path to move ahead with promised tax-savings measures in advance of the next election.

Finance Minister Jim Flaherty tabled documents Tuesday showing Ottawa's deficit for the just-completed 2012-13 fiscal year was $18.9 billion, not the $25.9 billion he had projected in the March budget.

"It will be less next year," Flaherty said. "We have another 18 months to go until the budget in 2015 … but Canadians can be assured their federal government is on track fiscally and we will balance the budget in 2015."

The timing is critical to the Conservatives, who have seen their polling numbers suffer under the dual threat of a revitalized Liberal party with a charismatic new leader in Justin Trudeau and a more formidable NDP.

In the 2011 campaign, the first to give Stephen Harper a majority government, the Conservatives pledged not only to balance the budget by the time they again faced voters, but also to introduce partial income splitting — a significant tax cut for families — as well as to double the limit on popular tax-free savings accounts.

Flaherty would not speculate about whether the government would offer other tax-savings goodies in the campaign.

He expressed pride in the fact the figures show the big savings realized were a result of aggressive cost-cutting measures introduced in the 2011 budget, as well as previous years. That was necessary because despite an increase in revenues, the economy has underperformed expectations this year.

"Spending is clearly under control ... which is not easy to do," he said.

Total expenditures were a mere $200 million, or 0.1 per cent, above the previous year's total, thanks in part to spending $1.9 billion less on debt servicing.

Meanwhile, revenues rose $7.5 billion, or three per cent, with both individual and corporate receipts rising.

The announcement is the second major boost to the government's fortunes in the past week. On Friday, the prime minister and his European Union counterpart announced a comprehensive trade deal between the two economies after four years of intense and at times disappointing talks.

The improved deficit position was tabled on the same day Flaherty also introduced the second budget implementation bill, which will now be debated in the Commons.

THE CANADIAN PRESS

Lac-Mégantic. Victims of deadly rail disaster may be compensated in mid-2014

Victims of last summer's deadly explosion in Lac-Mégantic, Que., could begin to receive compensation by the first anniversary of the horrific rail accident, the U.S. bankruptcy trustee overseeing the now-insolvent railway involved in the crash said Tuesday.

Lawsuits could lead to years of delays in wrapping up the entire case, but Robert Keach said hopes to begin distributing a $25-million derailment-insurance policy, allotted for victims, by the middle of next year.

"One of my goals, to be honest, is to make sure that the victims don't have to wait eons to get their money," Keach told The Canadian Press.

"I would hope that we could get something in place that was making a meaningful distribution to victims by mid-2014," the Maine-based lawyer said.

"I think that's realistic if people co-operate."

A total of 47 people were killed and much of Lac-Mégantic's downtown area was destroyed July 6 when a runaway belonging to the Montreal, Maine & Atlantic Railway rolled into town and derailed, with its cargo of crude oil exploding and setting fire to the area.

Keach wouldn't speculate on how much could eventually be available for victims, and he said he doesn't want to give false hopes about a resolution to the case because the entire legal process could drag on because of legal challenges.

"For everybody in this case, the first priority is trying to create an efficient claims process and get an efficient and fair return to the victims. I think that is in the front of everybody's mind in this case."

THE CANADIAN PRESS

People comfort each other in front of the refugee centre at a local high school on July 7 in Lac-Mégantic, Que., after a deadly train derailment. Victims could begin to receive compensation by the first anniversary of the accident, the U.S. bankruptcy trustee overseeing the railway involved in the crash said Tuesday.
RYAN REMIORZ/THE CANADIAN PRESS FILE

Civil liberties

B.C. group accuses government agency of spying on Canadians

A British Columbia civil liberties group is suing a federal government agency over allegations it has spied on Canadian citizens.

The B.C. Civil Liberties Association says the Communications Security Establishment Canada has violated charter rights by intercepting private communications online and over the telephone.

The lawsuit filed in B.C. Supreme Court says the federal agency has illegally collected information on Canadians by reading personal emails and text messages, and listening in on conversations with people outside of Canada.

THE CANADIAN PRESS

Texas

Football coach accused of bullying after lopsided victory

A parent at a Texas high school that lost a football game 91-0 has filed a bullying complaint against the winning coach.

The Fort Worth Star-Telegram reports that Aledo High School coach Tim Buchanan learned of the online complaint against him Saturday, the day after his team beat Western Hills in a matchup. State law requires Aledo's principal to investigate the complaint and prepare a report.

Western Hills coach John Naylor told the paper he disagreed with the bullying allegation.

THE ASSOCIATED PRESS

Seattle. Sex offender who fled Canada may have assaulted 16-year-old boy

Authorities say they believe a sex offender who fled Canada may be the suspect in the sexual assault of a 16-year-old boy.

In a news release Tuesday, Seattle police said they were told that Michael Stanley met the teen at a grocery store and walked with him to an alley.

"Stanley plied the teen with alcohol, grabbed the teen and sexually assaulted him," police alleged. "The 16-year-old pulled a knife on Stanley and was able to run to another location and contact police." Soon after, police received reports of a man yelling in an alley.

"When police arrived at the scene, they found Stanley, who became combative with officers and claimed he had a knife," police said.

Officers found a small knife on Stanley, who appeared to be drunk, police said. They arrested him for harassment and later learned about the alleged sex assault. They expected to re-book Stanley on additional charges.

Stanley entered the U.S. earlier this month as Canadian police were searching for the 48-year-old. On Oct. 1, the electronic monitoring bracelet he had been wearing was cut off and found on the roof in Lloydminster, Alta.

Seattle police located Stanley in the city last week and, as a registered sex offender in Canada, he was told he also had to register in the U.S. He listed his address as one near a preschool and just a block away from a scenic tourist destination. THE CANADIAN PRESS

Facebook to warn users of violent content

Controversy. Violent news content poses particularly thorny questions for a website that allows children as young as 13 to join

Facebook announced Tuesday it was working on new ways to keep users from stumbling across gruesome content on its website following an outcry over the discovery of beheading videos there.

The controversy — which has drawn critical comment from British Prime Minister David Cameron — illustrates the difficulty of setting a universal standard across the social network used by one 1 billion people. Facing sharp criticism, Facebook Inc. issued a statement clarifying that violent videos were only allowed if they were presented as news or held up as atrocities to be condemned.

"If they were being celebrated, or the actions in them encouraged, our approach would be different," the company said in a statement. "However, since some people object to graphic video of this nature, we are working to give people additional control over the content they see. This may include warning them in advance that the image they are about to see contains graphic content."

Facebook banned beheading videos in May but recently lifted the prohibition — a development flagged by the BBC on Monday.

A few groups have since condemned the social network for potentially exposing users to the violent content.

Cameron said Tuesday allowing the beheading videos back on Facebook was "irresponsible."

THE ASSOCIATED PRESS

Censorship

"Films about beheadings may be deeply upsetting and offensive, but they do expose the reality of violent acts that are taking place in the world today."

Sean Gallagher of the London-based free speech group Index on Censorship

Dublin

Irish police take blond girl from Roma family

Police have seized a young blond girl from a Roma family in Dublin, Ireland in a move spurred by a similar case in Greece.

The government Health Services Executive says Tuesday that it's seeking court approval Tuesday to take the girl into foster care while police investigate her origin.

Police say neighbours of the family reported the case to police. THE ASSOCIATED PRESS

Shariah law

Brunei sultan announces new Islamic laws

Brunei's sultan announced Tuesday that a new Islamic criminal law that could include penalties like amputation for theft and stoning for adultery will be enforced in six months.

Sultan Hassanal Bolkiah said the Shariah Penal Code, which would be applied to Muslims only, should be regarded as a form of "special guidance" from God.

THE ASSOCIATED PRESS

A whale of a tale

An Indonesian youth clings onto the dorsal fin of a beached whale shark as fishermen prepare to pull it back to the sea at Kenjeran beach in Surabaya, East Java, Indonesia, on Tuesday. The whale survived and was successfully released back into the sea.

TRISNADI/THE ASSOCIATED PRESS

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Howzat! Vatican to field a cricket team

Bid for dialogue with other faiths. Pope Francis and the Vatican have long championed sports as good for mind, body and soul

The Vatican served tea and cucumber sandwiches Tuesday as it launched its first cricket club, an initiative aimed at forging ties with teams of other faiths.

No, Pope Francis isn't taking up the sport. The cricket club is the latest initiative of the Vatican's culture ministry to use sports to engage in dialogue with the contemporary world.

Australia's ambassador to the Holy See, John McCarthy, was the brainchild behind the initiative and said he hopes the St. Peter's Cricket Club will field a team to play the Church of England at Lord's sometime next fall.

He said the aim is to boost interfaith dialogue, given cricket's immense popularity in largely non-Catholic India, Pakistan and Bangladesh. It would be a "very special occasion" if seminarians from Rome's pontifical universities might one day play students at Muslim or Hindu religious schools on the subcontinent, he said.

The Vatican already has its Clericus Cup soccer tournament, which pitches the Swiss Guards against seminarians from the North American College and other teams.

THE ASSOCIATED PRESS

The Vatican aims to forge ties with other faiths through cricket.
GREGORIO BORGIA/THE ASSOCIATED PRESS

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Wedding-day gaffe

Bridegroom jailed over bomb hoax

A British bridegroom who made a hoax bomb threat rather than admit he'd neglected to book the venue for his wedding was sentenced Tuesday to a year in jail.

Neil McArdle, 36, called Liverpool's St. George's Hall on his scheduled wedding day in April, claiming a bomb was due to go off in 45 minutes. His fiancée, Amy Williams, was left standing in the street in her wedding gown while the building was evacuated.

THE ASSOCIATED PRESS

Dutch museum heist

3 admit stealing valuable paintings

Three Romanians have pleaded guilty to stealing seven paintings, including works by Picasso, Monet and Matisse, from a Dutch museum in a daring nighttime raid. The works have never been found.

Radu Dogaru, Alexandru Bitu and Eugen Darie, told a Bucharest court on Tuesday that they tried to sell the paintings, then left them with Dogaru's mother, Olga Dogaru. She told investigators she burned the paintings, but later denied it.

THE ASSOCIATED PRESS

Iraq war vet. Removal of SpongeBob gravestone creates a smelly smell

Officials at an Ohio cemetery that removed a slain Iraq war veteran's towering SpongeBob SquarePants headstone from her final resting place after they deemed it inappropriate for their traditional grounds were planning to meet with the soldier's family to explore possible solutions.

The headstone of Kimberly Walker, 28, was made in the likeness of her favourite cartoon character and erected at Spring Grove Cemetery on Oct. 10, almost eight months after she was found slain in a Colorado hotel room.

Despite getting the cemetery's prior approval of the headstone's design — a smiling SpongeBob in an army uniform, with Walker's name and rank — her family said Monday that cemetery staff called them the day after it was installed to say it would have to come down.

The seven-foot headstone, along with a near-exact duplicate erected for Walker's living twin sister Kara, have been removed and will not be allowed back up, cemetery president Gary Freytag said.

Walker, who served two yearlong tours in Iraq, was found dead in a hotel room in Colorado Springs in February on Valentine's Day, strangled and beaten to death. Her boyfriend, an army sergeant stationed nearby, was arrested and charged with her killing.

THE ASSOCIATED PRESS

Kimberly Walker's gravestone.
KARA WALKER/THE ASSOCIATED PRESS FILE

Stiff competition good news for Apple fans

Better design, lower prices. Aficionados will shell out less for latest iPads thanks to fierce contest for tablet market share

Apple CEO Tim Cook is fighting eroding market share by dropping prices and improving design. JUSTIN SULLIVAN/GETTY IMAGES

Apple Inc. is refreshing its iPad lineup and slashing the price of its Mac computers ahead of the holiday shopping season, as it faces an eroding tablet market share and growing competition from rival gadget makers.

Apple unveiled a new, thinner, lighter tablet called the iPad Air along with a slew of new Macs Tuesday at an event in San Francisco. The iPad Air weighs just 1 pound, compared with 1.4 pounds for the previous version. Apple marketing chief Phil Schiller called the tablet a "screaming fast iPad." He said it is eight times faster than the original iPad, which came out in 2010.

The iPad's market share has been eroding compared with cheaper rivals running Google Inc.'s Android operating system. Research firm Gartner Inc. estimates that Android tablets will end 2013 with a 50 per cent share of the worldwide market versus 49 per cent for the iPad. Just two years ago, the iPad commanded a 65 per cent market share compared to 30 per cent for Android tablets.

THE CANADIAN PRESS WITH FILES FROM TORSTAR NEWS SERVICE

Start saving up now, iPad Air starts at $499 US

The iPad Air will go on sale Nov. 1 and start at $499 US for a model with 16 gigabytes of memory. A new iPad Mini will be available later in November starting at $399 US.

MacBook prices drop, but will still cost a pretty penny

A new, 13-inch MacBook Pro with Retina display is thinner and lighter, Apple marketing chief Phil Schiller said, with up to nine hours of battery life — enough to watch the entire trilogy of The Dark Knight on one charge.

The notebook's new price is lower: $1,299, compared with $1,499.

Mavericks OS focuses on apps

Apple's latest computer operating system, Mavericks, is available free of charge. New features will allow users to respond to notifications from other apps without leaving the app they are using, and will come with new maps and iBooks apps.

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More people in Ottawa are turning to Metro Ottawa for their daily news — many more.

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Market Minute

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Orwellian overtones

Bell customers to be tracked via web, TV, phones

Bell will soon start tracking how its customers use the web and their mobile devices, what they watch on TV, and when they make phone calls. According to its recently updated privacy policy, Bell will begin collecting customer data on Nov. 16. THE CANADIAN PRESS

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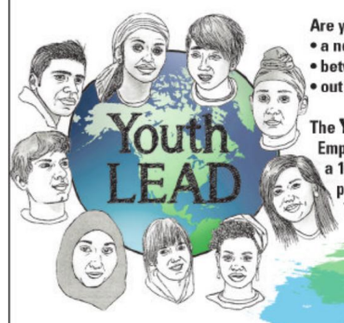

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IT'S GHOULS GONE WILD

JUST SAYIN'

Paul Sullivan
metronews.ca

Let's get nasty.

As in zombies, vampires, ghosts, goblins, warlocks, witches, Kim Kardashian and Miley Cyrus.

Yes, it's that most politically incorrect time of year: Halloween.

Proof that Halloween is not good-for-you-like-tofu is easy to come by:

1. The Miley Cyrus twerking outfit from the MTV video awards is the hottest selling Halloween costume of the year (according to the costume chain Spirit Halloween).

2. School principals across North America keep trying to ban Halloween because it's: not safe, religiously objectionable, racist, sexist and it rots your teeth.

3. It's big business. Halloween spending in the U.S. will reach $6.9 billion this year, according to the National Retail Federation. Scary!

Still, Halloween in all its gory manages to survive intact. People simply like to pretend they're bad. They dress up like celebrities (Miley, Kim Kardashian), comic book heroes (Wolverine, Iron Man), cartoons (the Minions from Despicable Me), newsmakers (Osama bin Laden) and sex symbols (Marilyn Monroe, Osama bin Laden).

Whoa? Osama Bin Laden is a sex symbol?

Believe it or not, you can buy a sexy Osama costume online, along with a sexy Hazmat suit from Breaking Bad, a sexy pizza costume and a sexy Barney the Dinosaur costume.

There's no doubt, according to various Halloweenologists, that, zombies and wolverines aside, sexy is the No. 1 trend for Trick or Treat 2013. And if you think the Miley Cyrus twerking costume is in bad taste, how about "Naughty Leopard" for two-year-old girls? The costume looks innocuous enough, if you think black lace on your two-year-old is innocuous; but what's with the "Naughty Leopard" label? The costume bears no resemblance to a leopard, naughty or otherwise. It's wrong on so many levels.

Every year, a Naughty Leopard or some other new wretched Halloween excess is revealed by an eager media. That's the point. Halloween is rude, offensive and over the top. It's also a lot of fun.

I can hear the killjoys now. Yeah, it's fun until someone gets hurt. And every year, someone gets hurt, at least psychologically. I'll never forget the year my six-year-old son decided he'd dress up as a three-headed zombie. Once the costume and makeup were complete, he took one look in the mirror and burst into tears. He spent the rest of the evening dialled down as a "snasty pirate."

But the effort to clean up Halloween is just as scary as the offending festival itself. The vast majority of Halloween hijinks are harmless and delightful, so the trick is to take a deep breath and the treat is a big bag of candy. That will rot your teeth for sure.

That evil, cackling sound is not Osama bin Laden or Miley Cyrus.

It's your dentist.

ZOOM

Look-alikes demand a double take

ALISON JACKSON/REX FEATURES

Fake royal family enjoys bath time

Just before little Prince George's christening, the Duke and Duchess of Cambridge appear to enjoy bonding time with their new arrival.

In this intimate photo, William and Kate are bathing their baby, but on closer inspection, they are all look-alikes. This amusing image was taken by photographer Alison Jackson. **METRO**

From behind the lens

"I want my photos to burst a bubble constructed within the media that celebrities don't lead normal private lives. I want to show that they actually do." Alison Jackson, photographer

Don't believe everything you see

While many see their comical value, Jackson's view of her images has more serious overtones. "Jackson raises questions about whether we can believe what we see when we live in a mediated world of screens, imagery and Internet," her bio reads. "She comments on the power and seductive nature of imagery, and on our need to believe." **METRO**

Number of duplicates

5

is the number of look-alikes Jackson has at her service for Kate, the Duchess of Cambridge.
"I have one in particular who is a dead ringer — she's identical in photographs taken from all angles," Jackson said. The next impersonator Jackson is hunting for is of U.S. actor-pop star Miley Cyrus. "If you do know someone, I would be very grateful if you could contact me!" she appealed to Metro.

Clickbait

ANDREW FIFIELD
andrew.fifield@metronews.ca

Carcasses belonging to a huge deep-sea dweller — "oarfish" to modern know-it-alls, "sea serpents" to yesteryear sailors — have been drawing the curious since appearing in California last week. That's a sadly prohibitive distance for Canadian bizarre-creature enthusiasts. Happily, these blogs are more accessible.

An oarfish that washed up on the beach in California. THE ASSOCIATED PRESS

Real Monstrosities:

It's immediately clear the curators of this blog are more into weird critters than they are web design, but that's quickly forgiven amid videos of creepy crawlies like wrap-around spiders and the badger bat, which is actually pretty cute. (realmonstrosities.com)

The Artful Amoeba:

A corner of Scientific American dedicated to the tiny (plankton), the mind-bending (deep-sea oddities) and the unfairly overlooked (um, horse-dung fungus). The updates can be few, but there's a lot of surprising life there to catch up on. (scientificamerican.com)

Living Alongside Wildlife:

Dedicated to the sometimes dangerous animals that share the spaces we live in and busting the myths that surround them. However, the real stars of the show here are the rich answers to "what the heck is this thing in my house?" emails from readers. (livingalongsidewildlife.com)

Twitter

@metropicks asked: A surfer fended off a shark by punching it. What would be your first instinct on seeing a shark?

@crazycoach21: First Thought? Sorry Mom, clean underwear isn't in the cards today!

@Cazzy: Flee from the incoming tornado.

@twotalkingdogs: First instinct: swim away fast...very fast.

Follow @metropicks and take part in our daily poll.

WE WANT TO HEAR FROM YOU:
Send us your comments: ottawaletters@metronews.ca

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Cormac who? Hollywood brings a literary heavyweight to the masses

McCarthy movies.
Author's memorably dark characters come to life with this year's releases of Child of God and The Counselor

IN FOCUS
Richard Crouse
scene@metronews.ca

Cormac McCarthy wrote the screenplay for The Counselor, which stars Brad Pitt and Michael Fassbender. CONTRIBUTED

Javier Bardem played a murderer in No Country for Old Men. CONTRIBUTED

Cormac McCarthy may not be a household name around your place, unless you live with the Coen Brothers or maybe with the Pitts.

Literary critic Harold Bloom called the writer one of the four major American novellists of his time, and he has two all-star movies set for release, which may make his name a little more commonplace.

Later in 2013 James Franco directs, scripts and stars in Child of God, an adaptation of McCarthy's 1973 novel about "a dispossessed, violent man whose life is a disastrous attempt to exist outside the social order."

This weekend a star-studded cast lead by Brad Pitt, Cameron Diaz and Michael Fassbender headline The Counselor, directed by Ridley Scott.

Producer Steve Schwartz says the story of a lawyer in over his head after dipping his toe into the drug trade "may be one of McCarthy's most disturbing and powerful works."

And that's saying something about the writer who gave us a character like No Country for Old Men's killing machine Anton Chigurh. Empireonline.com warned that when McCarthy throws "a dark character at you, it's a safe assumption that you're not going to be able to get them out of your head for a good, long while — if ever."

As written by McCarthy and played by Javier Bardem, who earned an Academy Award for best supporting actor for the part, Chigurh is merciless, a murderer who makes life and death decisions with the flip of a coin.

Stuck in your head

"(When McCarthy throws) a dark character at you, it's a safe assumption that you're not going to be able to get them out of your head for a good, long while — if ever." Empireonline.com

The Road, a 2007 Pulitzer Prize winner for fiction, is another disturbing McCarthy novel adapted for the big screen.

The story is simple. A man and his son (Viggo Mortenson and Kodi Smit-McPhee) try to survive in a dystopian world. Armed with only a gun and two bullets, they must scavenge for food amid the ruins and protect themselves from cannibals who roam the desolate land.

The Road is a movie based on small moments set against a big backdrop. No parent will be able to forget the stark image of seeing a young boy who doesn't know what a can of Coke is or a father teaching his son how to commit suicide.

It's tough, no-nonsense work from a writer who says he's "not that big a fan of exotic foreign films," especially movies with magical realism. "You know, it's hard enough to get people to believe what you're telling them without making it impossible," he says. "It has to be vaguely plausible."

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METRO DISH

OUR TAKE ON THE WORLD OF CELEBRITIES

Catherine Zeta-Jones and Michael Douglas

It's not over till it's over, or something like that

Michael Douglas and Catherine Zeta-Jones may still be separated, but Douglas is optimistic about how things will turn out between them. "I've been away for a while, but everything should hopefully be on the up and up," he tells Jay Leno during an interview. "Sometimes people take a little bit of a break, but it doesn't necessarily mean that's the end. I'm very hopeful."

The Word

Kimye is officially official

THE WORD
Dorothy Robinson
scene@metronews.ca

OH MA GAH. Kim and Kanye are officially engaged!

The engagement was done in their typical low-key style, which meant, for Kanye, renting out AT&T Park in San Francisco for their friends and family and pleading "PLEEEASE MARRY MEEEEE!!!!" on the Jumbotron while a 50-piece orchestra played Lana Del Rey's Young and Beautiful, followed by Keri Hilson, Ne-Yo and Kanye's Knock You Down.

Fireworks and Roman candles were also deployed. And then Stephen Hawking wheeled in to present the ring (just kidding on that last part but honestly, would you even be surprised?).

Just in case you were curious, she agreed to the engagement (her third, for those keeping track at home). Kardashian Instagrammed a picture of her 15-carat Lorraine Schwartz stunner with the caption, "Yes."

You know, let's be happy for them. Maybe they will have a long marriage until one of them finally passes away from too much flash exposure.

They'll pop out some more geographically named children. Kanye will continue on with his leather sweatpant ways while Kim will continue to dress like something out of a couture Century 21. They could be our Paul Newman and Joanne Woodward!

Renee Zellweger. ALL PHOTOS GETTY IMAGES

Renee might not pop out a litter, but she still wants to be a mom

Renee Zellweger is reportedly "desperate" to get into the motherhood game and is looking to start a family with her guitarist boyfriend, Doyle Bramhall, according to Radar Online.

"She's considering adopting," a source says. "She knows that she probably missed the boat on carrying and giving birth to a child. She gets down about not having a family yet. She really thought that she'd be married and raising kids out in the Connecticut countryside by now." Still, the Bridget Jones star is staying positive, the source adds: "Renee tries to find the positive side of things. She knows 44 isn't too old to be a mom. It will just have to happen a little differently than she always imagined it would."

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The home of SeaWorld and a world-famous zoo offers plenty of cash-burning attractions, but San Diego also has awe-inspiring sites that are as free as the sea breeze and go beyond just sunbathing at the beach. You'll soon see this city has matured from its Fast Times at Ridgemont High surf days.

STORY AND PHOTOS: THE ASSOCIATED PRESS

5 Free things to see in San Diego

Balboa Park

Balboa Park will be marking its 100th anniversary in 2015, although any day is worth a visit to the 485-hectare urban oasis that rivals New York's Central Park and is home to the San Diego Zoo. Balboa Park offers hikes through palm-lined canyons and gardens. At the park's centre are a cluster of museums whose Spanish-Renaissance style buildings were erected in 1915 for a world fair to mark the opening of the Panama Canal.

University of California San Diego

On a mesa above the Pacific, the setting alone is reason to visit the UC San Diego campus. The university's grounds are also dotted by 18 internationally acclaimed art pieces. The most recent installation is Fallen Star by Korean artist Do Ho Suh. The quaint one-room cottage hangs precariously off the seventh storey of the engineering school.

The Salk Institute

Just west of the UC San Diego campus is The Salk Institute for Biological Studies, which offers free guided tours Monday to Friday. Established in the 1960s by Dr. Jonas Salk, who developed the polio vaccine, the research facility was designed by architect Louis I. Kahn. Salk wanted laboratory spaces that could be adapted to the future needs of science. Kahn designed two, six-storey buildings and used concrete, teak, lead, glass and special steel.

Border Field State Park

San Diego is a border city but it often does not feel like one despite the fact its centre is less than a 20-minute drive to Mexico. The best way to see the border without crossing it is at Border Field State Park, which is at the farthest southwest corner of the United States. The park is free for those who hike in from the parking lot before the main gate. It's about 2.4 kilometres to the picnic area, where visitors can see the towering steel fence marking the border, which plunges into the Pacific.

Torrey Pines Glider Port

For spectacular sky gazing, head to Torrey Pines Glider Port, a city-owned, private-use glider airport where paragliders and hang gliders jump off the wind-swept bluffs and silently float over the ocean. During the Second World War, U.S. Army cadets trained at the site, which is listed as a National Landmark of Soaring. Today there are picnic tables. The glider port offers lessons and equipment rental, and sandwiches at the Cliff Hanger Cafe.

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St. John's gives up the ghost to the bravest visitors

Haunted hikes. Ghostly tales and spiritual signs are the norm in Newfoundland

Newfoundland actor Steve O'Connell guides haunted hikes through St. John's. THE CANADIAN PRESS

Newfoundland actor Steve O'Connell was fresh off one of the haunted hikes he guides through old St. John's when he gazed down one of its spookiest laneways on a misty night.

"People ask me all the time if I've seen a ghost," he said quietly, recalling a recent encounter with a woman who had taken a photo during the tour.

"She asked me: 'Can you see something behind you there where you told that story on Willicott's Lane?' I said, 'Yeah. It kind of looks like there's a face in the window wearing glasses with a beard.'

"And she said: 'That's my father. He died six weeks ago.'"

Welcome to haunted St. John's. Billed as the city of legends, its history stretches back 500 years to its wilder days as a seaport stopover for all manner of brutish transients. It has also burned down successive times, including a massive inferno that scorched much of the downtown in 1892.

People here swap tales of haunted houses, supernatural signs, and the deeds of friendly or mischievous spirits as if they're discussing the weather.

"They talk about it all the time," O'Connell said. A friend of his recently wondered aloud if her house on historic Gower Street might be haunted.

"And I told her, no. But of course it is. Everything in St. John's is haunted."

Dale Jarvis, a storyteller and folklorist at the Heritage Foundation of Newfoundland and Labrador, has led ghostly tours through the winding streets and back alleys of St. John's since 1997.

One of his favourite yarns is about the headless captain of Queen's Road. The story dates back hundreds of years and involves a captain who sailed between England and Newfoundland who was friendly with a certain local lady whenever he was in port.

One night as he left her home, he was ambushed by the woman's jealous lover and beheaded with a sword.

The ghost is still said to lurk near that spot in search of his unpunished murderer, Jarvis said.

"People love listening to ghost stories. It's still one of those forms of storytelling that exists in the modern world," he added.

THE CANADIAN PRESS

Where the haunted, haunt

- **Victoria Street.** In the heart of downtown St. John's boasts more paranormal reports per block than anywhere else in the city.

Rewards programs

Cutting through the card confusion

ON THE MOVE
Loren Christie
life@metronews.ca

With more than 75 travel reward cards — each with nuanced offerings — saturating the Canadian marketplace, it is hardly surprising that consumers feel confused and frustrated.

Take for example, the CIBC Aerogold credit card. Over the last several months, there have been numerous advertisements and direct mail pieces announcing the changes coming with the credit card and the Aeroplan program in general. As of Jan. 1, 2014 the current CIBC Aerogold will cease to exist. Both CIBC and TD banks will be offering new co-branded credit cards, the Aeroplan program will offer a new tiered recognition program called Distinction that rewards top accumulating members across all coalition partners (not just travel related ones) and new and improved flight rewards will be implemented. The changes do not correlate with Air Canada's Altitude program, which rewards frequent fliers with upgrades, lounge passes and express lines at the airport. These are all potentially good changes, but a lot to digest. RewardsCanada.ca produces a fantastic annual report that rates reward cards based on several criteria, including ease of redemption, partnerships, benefits and annual fees.

They also look at the reach of the various travel partners, such as the number of cities a partner airline may fly into or the number of locations a hotel partner may have around the world. Their winner for this year's top travel credit card with an annual fee was the Capital One Aspire Travel World MasterCard.

After you do your research, make sure to pick a card that suits your lifestyle. For example, I would recommend the WestJet RBC World Elite Mastercard for occasional travellers who want to keep it simple.

Users accumulate dollars on an account based on a 1.5 per cent return on every day purchases on the credit card.

They can then apply that money to a WestJet flight, WestJet vacation or a flight on the limited number of partner airlines. There are no redemption levels and few extras, it is simply dollars off your next purchase.

Whichever card you choose, maximize your point accumulations and rewards potential. Charge every single purchase you can on your card, even a pack of gum.

B.E.A.T it, just B.E.A.T it — in a pocket

B.E.A.T. in a Pocket

This recipe makes four servings. CONTRIBUTED

Bacon, eggs, avocado and tomato combine so you can serve a healthy meal everyone will enjoy and beat the time crunch on any busy day.

Your kids may like plain eggs, but it's easy to add an adult twist by stuffing your pita with bold, flavourful ingredients.

1. Warm bacon in non-stick skillet over medium heat.

2. In a small bowl, whisk eggs and pepper; pour into skillet. As mixture begins to set, gently move spatula across bottom and sides of skillet to form large, soft curds. Cook until eggs are thickened and no visible liquid egg remains.

3. Cut pitas in half; open halves and place tomato slices inside. Spoon in scrambled eggs and avocado.

Variations

Cheese B.E.A.T.
Instead of bacon, use 60 g (2 oz) sliced brie or shredded cheddar or mozzarella.

Veggie B.E.A.T
Instead of avocado and tomato, add texture by using one small chopped sweet red or green pepper and one grated carrot.

B.E.A.T. in a Tortilla
Instead of pita bread, use whole-wheat tortillas. Roll up scrambled eggs, tomatoes and avocado inside tortilla.

THE CANADIAN PRESS/ EGG FARMERS OF CANADA

Ingredients

Preparation time: 8 minutes
Cooking time: 5 minutes

- 2 slices reduced-salt bacon, cooked and chopped
- 4 eggs
- 0.5 ml (1/8 tsp) pepper
- 2 whole-wheat pita pockets
- 1 tomato, sliced
- 1/2 avocado, diced

Drink of the Week

Skinny Banana Berry Smoothie

- 1 cup (250 ml) strawberries
- 1 cup (250 ml) blueberries
- 1 banana
- 1 cup (250 ml) fat-free plain yogurt
- 1 cup (250 ml) orange juice
- 1 cup (250 ml) ice
- 1 tbsp (15 ml) + 1/2 tsp (2 1/2 ml) Truvia sweetener spoonable

Add all ingredients to blender.

Blend on high until smooth.

NEWS CANADA

Sink your teeth into protein

1. Arrange oven racks in upper and lower thirds of oven; preheat oven to 400 F (200 C). Grease six compartments of standard muffin tin with cooking spray. Split English muffins open and place cut side up on a baking sheet.

2. In bowl, whisk egg whites, salt and pepper. Divide evenly among greased muffin cups. Place muffin tin on bottom rack and English muffins on top rack. Bake for 12 minutes or until egg whites are firm to the touch and English muffins are golden. Remove both from oven. Sprinkle egg whites with cheese. Let stand 1 minute.

3. While eggs are cooking, spray large nonstick frying pan with cooking spray and heat over medium-high heat. Add pork patties. Cook for 4 to 5 minutes, turning once halfway, or until cooked through. Remove pan from heat.

4. Spread muffins evenly with dressing. Place sausage patties on six muffins; top with eggs and other muffin halves. PRESIDENT'S CHOICE

Ingredients

- 1 pkg (340 g) multi-grain English muffins
- 1-1/2 cups (375 ml) egg whites
- 1/4 tsp (1 ml) salt
- 1/8 tsp (0.5 ml) freshly ground black pepper
- 2/3 cup (150 ml) shredded Tex-Mex light shredded Cheese
- 1 pkg (375 g) PC Blue Menu Breakfast Sandwich Pork Sausage
- 1/4 cup (50 ml) PC Blue Menu Light Whipped Dressing

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Lessons from the lemonade stand

Got selling in the soul? Buy up some career advice from a recent graduate-turned-sales manager

MEGHAN GREAVES
TalentEgg.ca

A sales career comes with excitement, growth and opportunity. But it also takes a lot of passion and hard work to be successful. Just ask Jamie Kuepfer, a recent grad who is currently navigating a career in sales.

Kuepfer recently graduated from Conestoga College, where he received a three-year advanced business administration-marketing co-op degree. Kuepfer was able to use his work experience, co-op work-term and innate passion for the industry to launch his career in sales.

Where did you find your passion for the sales industry?

When I was seven years old, I grew pumpkins in my mom's garden and sold them at the end of our driveway. For some reason, the idea of selling products always appealed to me.

Later on, I got my first job at a Farmers' Market, and I learned how to interact with customers and how to convince people to buy your product in an environment where they had lots of other options.

This is where I realized that I liked the challenges of selling and also realized that it was something I was good at.

You completed an eight-month co-op term during your studies. How was that useful?

I think co-op provided me with a lot of experience that I wouldn't have got in a classroom. I worked for an industrial supplies company and learned a lot about how interacting with customers in that environment can be very different from what I was accustomed to in retail.

To prepare for co-op, I made sure my resumé was the best it could be. I had friends and professors look over it and went to a resumé workshop where a professional gave me a few pointers.

I also practised for some interview questions — I tried to not seem too rehearsed because employers aren't looking for that in a salesperson. To prepare for co-op, I also went to several job fairs to make sure I had explored as many options as possible.

Eyes on the prize

As a sales manager, what is your biggest strength you bring to the table every day?

- For me, I think it's important to not lose sight of the big picture.
- In the building materials industry, there are times of the year where it gets very busy and it feels like you're never going to get everything done, but I think encouraging my team to keep plugging on helps to keep things flowing smoothly. Ultimately, my job is to make sure every customer is happy with us at the end of the day. If you look after that, everything else just sort of falls into place.

Consider doing a co-op placement to determine whether you're sold on a sales career. ISTOCK

What does your day as a sales manager usually look like?

Typically when I get there in the morning, I touch base with my team to find out what's going on, we work out any issues and figure out what we need to do that day to look after our customers and keep them happy.

I also spend a lot of time talking to customers to make sure they are being looked after. As a manager, I try to take on some of the projects that are a little more involved so I can be sure that everything goes off without a hitch.

Things will go wrong and a big part of my job is ensuring that when they do, we get the problem solved as quickly and efficiently as possible. I'm convinced that you gain more customer loyalty by properly dealing with the problem.

Keep the customer satisfied

"I'm convinced that you gain more customer loyalty by properly dealing with the problem."

Jamie Kuepfer
Sales manager

How have you been able to progress so quickly in your career? Where do you think a career in sales will lead you?

For me, a lot of it has been being in the right place at the right time. That being said, I wouldn't be in the position I am if I hadn't networked and put myself out there.

I also think that showing that I have the attitude to succeed has also helped me a lot. I'm happy where I am right now. I think that someday I would really like to be my own boss and have my own business, but we'll see.

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Another thumbs down? Do not frown!

We aren't buying what you're selling. Five ways things can go your way at your sales job, even after hearing a 'nay'

MEGHAN GREAVES
TalentEgg.ca

Have losses taken the wind out of your sales? Keep your chin up and remember that refusals are a part of any workplace. ISTOCK

When I started my summer co-op in sales, I was filled with nerves.

I was excited to be working one-on-one with clients, but I was also terrified that I would disappoint my employer.

One of the most valuable things I learned from my job in sales is that a sales role can often mean experiencing satisfaction and disappointment in very close proximity. This can be very hard as a new hire without much experience, as you may feel like your failures outweigh your successes.

If you're starting a job in sales, these five tips will help you deal with hearing "no" in a constructive manner!

Treat each "no" separately

When I started my co-op, there were days when all I heard was "no" for the entire morning. I got discouraged easily, so every opportunity that followed a "no" was affected by my deflated attitude.

When starting your sales job, don't let one "no" have a negative impact on the rest of your day. This will lead to you having write-off days, which can hold you back from reaching your full potential.

You are not alone

"In any career, you'll need to deal with disappointment and negative outcomes. Keep in mind that everyone goes through these experiences regardless of experience, technique or client base."
Meghan Greaves

Remember that "no" is part of the job

You'd love to come away from every opportunity having exceeded expectations, but that just isn't possible in reality.

In any career, you'll need to deal with disappointment and negative outcomes. Keep in mind that everyone goes through these experiences regardless of experience, technique or client base.

Hearing "no" is just a part of sales — use it as an opportunity to rework your strategy and reevaluate your approach with that prospective client.

Keep your confidence up

It might sound cliché, but don't get down on yourself.

A lack of confidence will be reflected in how you come across during a sale. Even if you haven't had the best day for sales, it's important to always treat every sale as if it were your first.

So buck up, choose a smile and push past the negative!

Know your exit cues

A sales skill that no one wants to use — but which everyone needs — is knowing when a sales opportunity isn't going to end successfully.

- Sometimes a client simply isn't interested. This is okay! It's important to know when to let a sale go to avoid upsetting the customer.

Ask your manager for tips

It's important to recognize opportunities for growth as they arise, so don't be afraid to ask for tips and technique advice from your manager.

During the first week of my co-op I asked my manager if he would be willing to spend some time helping me evaluate my sales strategy and communication skills. Before I knew it, I consistently had the highest sales in my region!

TALENTEGG.CA IS CANADA'S LEADING JOB SITE AND ONLINE CAREER RESOURCE FOR COLLEGE AND UNIVERSITY STUDENTS AND RECENT GRADUATES.

Seeking to shape highly effective pupils

Page to program. Youthful version of Stephen Covey's 7 Habits of Highly Effective People shaking up schools

One year after Johnathan Kent kicked his principal and school "went all bad," the eight-year-old was recognized at a recent assembly as the "Star of the Month" for being polite and helping out his teachers.

The third-grader's explanation for the turnaround: "I'm not doing what I did last year."

But Emily Cross, the principal of Indian Trails Elementary on the outskirts of Kansas City, Mo., is giving some credit to a program the school began using last year that is built around the late self-help guru Stephen Covey's bestselling The Seven Habits of Highly Effective People. A 25th anniversary edition of the 1989 book will be released in November.

The nearly 1,500 mostly elementary schools using the program — called The Leader in Me — teach principles from the book, including "think win-win," "seek first to understand, then to be understood" and "synergize." Teachers, for example, might ask students how historical figures like George Washington might have used them.

And if a student gets into trouble, teachers and principals ask what habit could have helped him or her avoid the scrape.

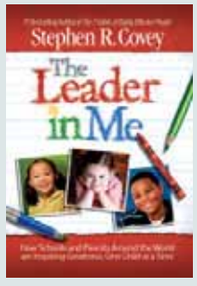
When Johnathan's principal asked the boy what habit led to his turnaround, he quickly responded, "Do first things first." He said he didn't finish his work last year.

Students typically are assigned leadership roles that range from class greeter to fish-tank cleaner. They also keep a leadership notebook in which they chart growth in an academic area. The notebooks also track a personal goal, such as the time spent learning to tie their shoes. Cross said the tracking is a big motivator for Johnathan.

"He sees that when I'm in class putting first things first, my dot on my graph is going up, and he's proud," Cross said. "He's very confident now, and he wasn't last year."

THE ASSOCIATED PRESS

Covey in the classroom



- The Leader in Me program got its start in 1999 when Muriel Summers, principal of A.B. Combs Elementary in Lexington, asked Covey whether he thought self-help habits could be taught to children.

MACDONALD-CARTIER ACADEMY

For Anne Chabot-Smith

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MACDONALD-CARTIER ACADEMY

Red Wings Daniel Alfredsson, left, and captain Henrik Zetterberg talk strategy against the Sabres on Oct. 2 in Detroit. GREGORY SHAMUS/GETTY IMAGES

Alfie fitting into supporting role

NHL. After 14 years as Sens captain, Alfredsson enjoying 'not being the guy' and accompanying stress

Daniel Alfredsson was the face of the Ottawa Senators' franchise.

Now his face isn't even included on any of the five signs welcoming Detroit Red Wings fans to Joe Louis Arena.

There's no longer a letter on his jersey or the responsibility that comes with it. He's just another player, and he admits it has taken some getting used to.

"It's mixed emotions," Alfredsson said Tuesday, the day before facing his former team for the first time since signing with the Red Wings as a free agent in July. "I miss a lot about Ottawa, there's no questions, at the rink and being the guy. But at the same time I also enjoy not being the guy and kind of worrying about myself a little bit more."

That's something he rarely got to do in 17 seasons with the Senators, 14 of which he spent as the captain. He was the de facto first-line right-winger and holds the Ottawa records for most games, goals, assists, points and much more.

Alfredsson's new team features a couple of other future Hall of Famers in captain Henrik Zetterberg and alternate Pavel Datsyuk. When the Red Wings lost in a shootout Monday to the San Jose Sharks, Alfredsson didn't have to serve as the team spokesman like he would have for the Senators.

"I don't mind media at all, but it's also nice to prepare every day through the ups and downs," he said. "I don't think I would've played as long as I did if I felt that was a burden for me. I can't say it's never been."

A veteran of almost 1,200 NHL games, Alfredsson earned instant respect from his new Red Wings teammates. The 40-year-old fit seamlessly into the leadership structure that was already in place.

"It's not like he's stepping on anyone's toes or anything like that," goaltender Jonas Gustavsson said. "He knows when to say something and he knows when to let other people take care of that."

THE CANADIAN PRESS

Quoted

"In the end, depending on how good we become, I think he has a chance to be real happy here."

Red Wings coach Mike Babcock on Daniel Alfredsson

Back from Binghamton

Zibanejad gets called up to Sens

The Senators have recalled forward Mika Zibanejad from Binghamton of the American Hockey League.

Zibanejad was expected to make the team out of training camp, but Ottawa coach Paul MacLean wasn't impressed with the 20-year-old's conditioning, attitude or play.

MacLean said Zibanejad let other players take his job.

Now he has the chance to reclaim it, potentially starting Wednesday when the Senators visit former captain Daniel Alfredsson and the Detroit Red Wings.

Zibanejad led the AHL team with seven points (two goals, five assists) in six games this season.

Last season, Zibanejad had 20 points (7-13) in 42 games with Ottawa.

THE CANADIAN PRESS

Hobbled Hall

Oilers star out four weeks with knee injury

Edmonton Oilers forward Taylor Hall is expected to miss four weeks of action after suffering a left knee injury in a game last Saturday.

General manager Craig MacTavish confirmed the injury timeline Tuesday morning through a post on the team's Twitter feed.

Hall, the first overall pick in the 2010 NHL Entry Draft, has three goals and five assists in nine games this season. He was hurt on an innocent-looking play in Edmonton's 3-1 win at Ottawa.

Hall was just inside the Senators' blue-line when he turned and hobbled to the bench. He left following the game with his knee in a brace but without the use of crutches.

THE CANADIAN PRESS

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Starting goalie Craig Anderson, pictured, and backup Robin Lehner have been integral in keeping the Senators from sinking early in the season.
CHRISTIAN PETERSEN/GETTY IMAGES

Sens sagging under early growing pains

THE HOCKEY NEWS
Murray Pam
ottawa@metronews.ca

The Ottawa Senators possess a .500 win percentage after eight games. While their record is acceptable, especially after a gruelling West Coast road trip, it would have been much worse if not for the standout goaltending of Craig Anderson and Robin Lehner. The duo has kept the Sens in games despite facing a league-high 39.4 shots per contest.

Passionate fans are taking to the radio airwaves and social media claiming this isn't the pesky Sens team they grew accustomed to last season. And they're correct.

Combine the club's significant off-season roster shuffles with Jared Cowen, Erik Karlsson and Jason Spezza trying to become re-acclimated to the rigors of an 82-game campaign after missing most of last season with injuries, and coach Paul MacLean has his work cut out for him.

The blue-line is quickly becoming a concern. Not only has the team allowed the most shots in the NHL, they also rank No. 1 in giveaways (57).

There are several reasons for the sluggish start:

1. Cowen appears to be suffering from rink rust after appearing in only 17 games last season.
2. It's evident, despite his 27:46 of ice time per game, Karlsson still isn't fully healed from his Achilles injury. The 23-year-old appears to be over-compensating and, as MacLean likes to say, "playing for the other team."
3. The loss of Sergei Gonchar to free agency has hurt more than anticipated. Gonchar gave Ottawa a veteran back-end presence and was a key component on the power play.

The league's 23rd-ranked PP hasn't hit its stride. Karlsson and Patrick Wiercioch man points on units 1 and 2, respectively, but their playing partners are inconsistent.

Clarke MacArthur and Bobby Ryan draw in for the departed Daniel Alfredsson and Jakob Silfverberg on the top two forward lines. With seven points in eight games, Ryan is producing as advertised, but it's with centre Kyle Turris and MacArthur where he's most successful, not Spezza and Milan Michalek as planned.

According to one NHL scout, the reason for the Ryan-Spezza false start is a clash of styles. Spezza's creativity requires wingers to skate in straight lines. Ryan's penchant to crisscross does not fit this mould.

Change is and always will be part of pro sports. How a team deals with it determines their success. This is what faces the Sens. Until the new parts grow together, diehard fans may have to endure short-term pain for long-term gain.

Soccer

Messi helps Barca to draw in Milan

Lionel Messi scored a first-half equalizer to earn Barcelona a 1-1 draw against AC Milan in Group H of the Champions League on Tuesday.

Robinho gave Milan a deserved lead after only nine minutes, but Messi levelled in the 23rd from a similar range after being left in space by Milan's rearguard, taking advantage of a mistake by Milan defender Kevin Constant.

THE ASSOCIATED PRESS

Soccer

"I felt uncomfortable with the celebrity aspect of his life."

A decade after kicking a boot at David Beckham's head, Alex Ferguson used his autobiography to criticize the star's apparent preoccupation with fame. Ferguson's autobiography will be released on Thursday.

World Series. Unfamiliar faces find their way to Fenway for Fall Classic

Right-hander Adam Wainwright will start for the Cardinals when the World Series opens on Wednesday night in Boston. ROB CARR/GETTY IMAGES

Lance Lynn squeezed through a door leading into the Green Monster, shimmied along a cramped space behind the famed left-field wall and peered out a tiny metal slot in the Fenway Park scoreboard.

"A little snug for me," the burly St. Louis pitcher said.

Plenty of Cardinals got their first look at the century-old ballpark during a workout Tuesday, a day before they opened the World Series against the Red Sox.

Hardly the first time we've seen these rivals together, however. Now, they're set to meet for the fourth time in "that Octobery kind of air," as Cardinals Game 1 starter Adam Wainwright described it.

Jon Lester will oppose him Wednesday night, facing a lineup that got a late boost. Allen Craig, who hit a major league-leading .454 with runners in scoring position but hasn't played since Sept. 4 because of a sprained foot, is set to return.

David Ortiz, Dustin Pedroia and many of their scraggly Boston teammates figure to get a good look at the Cardinals' crop of young arms, led by post-season ace Michael Wacha and relievers Trevor Rosenthal, Carlos Martinez and Kevin Siegrist.

Ortiz is the link to the Red Sox team that swept St. Louis in the 2004 Series — Boston never trailed at any point — and ended an 86-year championship drought.

The clubs haven't met in the regular season since 2008.

"It will be exciting to see some unfamiliar faces," Red Sox centre-fielder Jacoby Ellsbury said. THE ASSOCIATED PRESS

Rookie not pitching like he's green

"A ballgame can change with one swing of the bat in this ballpark."

Cardinals rookie right-hander Michael Wacha on pitching under the shadows of the Green Monster. Wacha is a stellar 3-0 with a 0.43 post-season ERA.

NHL

EASTERN CONFERENCE

	GP	W	L	OL	SL	GF	GA	Pt
d-Pittsburgh	9	7	2	0	0	31	20	14
d-Detroit	10	6	3	0	1	24	24	13
Toronto	9	6	3	0	0	30	22	12
Carolina	9	4	2	1	2	22	26	11
Boston	7	5	2	0	0	20	10	10
Montreal	8	5	3	0	0	26	15	10
Tampa Bay	8	5	3	0	0	26	21	10
Ottawa	8	3	3	1	1	21	24	8
NY Islanders	8	3	3	0	2	25	23	8
Columbus	8	3	5	0	0	19	22	6
Washington	8	3	5	0	0	21	25	6
Florida	9	3	6	0	0	20	32	6
New Jersey	8	1	4	1	2	17	26	5
NY Rangers	7	2	5	0	0	11	29	4
Buffalo	10	1	8	1	0	13	28	3
Philadelphia	8	1	7	0	0	11	24	2

WESTERN CONFERENCE

	GP	W	L	OL	SL	GF	GA	Pt
d-San Jose	9	8	0	0	1	40	16	17
d-Colorado	9	8	1	0	0	28	12	16
Anaheim	8	7	1	0	0	30	19	14
Chicago	8	5	1	0	2	23	19	12
Phoenix	9	5	2	1	1	27	26	12
Los Angeles	10	6	4	0	0	26	25	12
St. Louis	7	5	1	0	1	27	19	11
Nashville	9	5	3	0	1	19	22	11
Vancouver	10	5	4	0	1	27	29	11
Calgary	8	4	2	1	1	26	28	10
Minnesota	9	3	3	1	2	19	22	9
Winnipeg	9	4	5	0	0	22	25	8
Dallas	8	3	5	0	0	20	28	6
Edmonton	9	2	6	1	0	26	36	5

d — division leader; x — clinched playoff berth. **Note** — division leaders ranked in top three positions per conference regardless of points; a team winning in overtime or shootout is credited with two points and a victory in the W column; the team losing in overtime or shootout receives one point which is registered in the OTL or SOL columns.

Tuesday's results
Anaheim at Toronto
Vancouver at NY Islanders
New Jersey at Columbus
Chicago at Florida
Edmonton at Montreal
Washington at Winnipeg
Nashville at Minnesota
Calgary at Phoenix

Monday's results
San Jose 1 Detroit 0 (SO)
Calgary 3 Los Angeles 2
Colorado 1 Pittsburgh 0

Wednesday's games — All times Eastern
Ottawa at Detroit, 7:30 p.m.
Boston at Buffalo, 8 p.m.

Thursday's games
San Jose at Boston, 7 p.m.
Vancouver at New Jersey, 7 p.m.
NY Rangers at Philadelphia, 7 p.m.
Anaheim at Montreal, 7:30 p.m.
Chicago at Tampa Bay, 7:30 p.m.
Carolina at Minnesota, 8 p.m.
Winnipeg at Nashville, 8 p.m.
Calgary at Dallas, 8:30 p.m.
Washington at Edmonton, 9:30 p.m.
Phoenix at Los Angeles, 10:30 p.m.

Friday's games
Toronto at Columbus, 7 p.m.
NY Islanders at Pittsburgh, 7 p.m.
Anaheim at Ottawa, 7:30 p.m.
Buffalo at Florida, 7:30 p.m.
Vancouver at St. Louis, 8 p.m.
Carolina at Colorado, 9 p.m.

SCORING LEADERS

	G	A	Pt
Crosby, Phg	7	10	17
Pavelski, SJ	3	9	12
H. Sedin, Van	2	10	12

Tuesday's games not included

MLB PLAYOFFS

WORLD SERIES

(Best-of-7 series; x — if necessary)

ST. LOUIS VS. BOSTON

Wednesday's game — All times Eastern
St. Louis at Boston 8:07 p.m.
Thursday's game
St. Louis at Boston 8:07 p.m.
Saturday's game
Boston at St. Louis 8:07 p.m.
Sunday's game
Boston at St. Louis 8:15 p.m.
Monday, Oct. 28
x-Boston at St. Louis 8:07 p.m.
Wednesday, Oct. 30
x-St. Louis at Boston 8:07 p.m.
Thursday, Oct. 31
x-St. Louis at Boston 8:07 p.m.

CFL

EAST DIVISION

	GP	W	L	T	PF	PA	Pt
x-Toronto	16	10	6	0	451	414	20
x-Hamilton	16	8	8	0	389	437	16
x-Montreal	16	7	9	0	412	424	14
Winnipeg	16	3	13	0	333	512	6

WEST DIVISION

	GP	W	L	T	PF	PA	Pt
x-Calgary	16	13	3	0	513	362	26
x-Saskatchewan	16	11	5	0	468	339	22
x-B.C.	16	9	7	0	435	425	18
Edmonton	16	3	13	0	362	450	6

Thursday's game — All times Eastern
Winnipeg at Toronto, 7:30 p.m.
Friday's game
Edmonton at B.C., 10 p.m.
Saturday's games
Montreal at Hamilton, 1 p.m.
Saskatchewan at Calgary, 7 p.m.

NFL

Monday's result
N.Y. Giants 23 Minnesota 7
Thursday's game — All times Eastern
Carolina at Tampa Bay, 8:25 p.m.
Sunday's games
San Francisco at Jacksonville, 1 p.m.
Buffalo at New Orleans, 1 p.m.
Cleveland at Kansas City, 1 p.m.
Dallas at Detroit, 1 p.m.
Miami at New England, 1 p.m.
N.Y. Giants at Philadelphia, 1 p.m.
Pittsburgh at Oakland, 4:05 p.m.
N.Y. Jets at Cincinnati, 4:05 p.m.
Washington at Denver, 4:25 p.m.
Atlanta at Arizona, 4:25 p.m.
Green Bay at Minnesota, 8:30 p.m.
Monday's game
Seattle at St. Louis, 8:40 p.m.

MLS

Wednesday's game
Chivas USA at Salt Lake, 9 p.m.
Saturday's games
Kansas City at Philadelphia, 3 p.m.
Montreal at Toronto, 4 p.m.
Dallas at San Jose, 5:30 p.m.
Portland at Chivas USA, 10:30 p.m.
Sunday's games
Houston at D.C., 1:30 p.m.
New England at Columbus, 4 p.m.
Chicago at New York, 5 p.m.
Colorado at Vancouver, 8 p.m.
Los Angeles at Seattle, 9 p.m.

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The 2014 Mazda3

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2 Ford Focus
Base price: $17,650

Review. What looks and drives like a much more expensive car? The 2014 Mazda 3

MALCOLM GUNN
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You have to expect the unexpected when taking the wheel of the 2014 Mazda3. With seductive looks, comfortable accommodations and impeccable road manners, Mazda's redesigned compact punches well above its weight class when battling the other members of the compact-car field.

Original Mazda3 variations that first arrived for the 2004 model year displayed plenty of swagger and backed it up with surprising levels of basic, down-to-earth goodness. Since then, both sedan and Sport hatchback versions (including the hotrod Mazdaspeed3) have remained popular with legions of folks seeking a car that's as enjoyable to drive as it is to look at.

The new models emulate the mid-size Mazda6 sedan and the CX-5 wagon, which means they no longer wear Cheshire-cat grins affixed to their snouts. Instead, both have adopted Mazda's latest Kodo (Japanese for Soul of Motion) design approach that includes an attractive but less gimmicky grille. The rest of the bodywork is equally tasty from any vantage point.

What has been stretched by six centimetres, however, is the distance between the front and rear wheels. Overall though, the sedan remains similar in total length and provides about the same trunk space, while the hatchback drops five centimetres in length, but magically gains a fair bit of stowage room, whether the rear seats are upright or folded flat.

For the driver there's a single round gauge pod and attendant control knobs and switches that are the essence of simplicity. An 18-centimetre multi-function touch-screen that's perched atop the dashboard's mid-section allows for easy scanning without taking one's eyes off the horizon. An optional heads-up display projects speed and basic directions onto the windshield, again without diverting the driver's attention away from the road. Like its Mazda6 and CX-5 brand mates, the Mazda3 benefits from the automaker's so-called SkyActiv suite of structural and powertrain enhancements. The former includes a stiffer platform as well as suspension and steering components specifically tuned for sports-car-like precision.

But the real show stoppers are the powerplants. The base engine is a 2.0-litre four-cylinder that makes 155 horsepower and 150 pound-feet of torque. Optional is a 2.5-litre four-cylinder with 184 horsepower and 185 pound-feet of torque. Both are available with six-speed manual transmissions, while six-speed automatics are optional.

The optional "i-ELOOP" capacitor charges with electricity during braking to run the 3's various components for extended periods. This means the alternator can be disengaged, thereby cutting drag on the engine. The i-ELOOP functions in the background without the driver being aware of it.

Mazda3 prices start at $17,700 for the base GX sedan that includes the usual power-operated accessories plus push-button start. The base GX Sport hatchback starts at $18,700

Both bodystyles are also available in GS and GT trim, the latter fitted with enough standard and available comfort and safety content to rival many so-called luxury vehicles. Regardless of your choice, the new Mazda3 is an impressive piece of work that will be appreciated by those who really enjoy driving something sporty, but without the space limitations that traditional sports cars impose. And we can all live with that.

2014 Mazda3

- **Type.** Four-door, front-wheel-drive compact sedan/hatchback
- **Engines (hp).** 2.0-litre DOHC I4 (155); 2.5-litre DOHC I4 (184)
- **Transmissions.** Six-speed manual; six-speed automatic
- **Base price (incl. destination)** $17,700

Fuel Economy

Interestingly, both engines are closely matched in fuel consumption, with the nod going to the 2.0's official rating, with the automatic transmission, of 6.7 l/100 km in the city and 4.7 on the highway. The 2.5 rings up 7.5/5.4, but both numbers improve to 7.1/5.0 with the optional "i-ELOOP" capacitor.

Design

Although the car's front overhang appears more elongated, Mazda's California studio design manager Ken Saward emphatically states that isn't the case and the 3's slightly wider body (by 4.1 centimetres) and a lowered hood are largely responsible for the illusion.

DRIVE

*With rear seats folded down. Class is 5-seat compact SUV. †Model shown is a 2013 RAV4 AWD Limited with an MSRP starting from $31,700. MSRPs do not include freight and PDI ($1,690), license, insurance, registration, applicable taxes, levies and fees. Dealer may sell for less.

Creative German gem making Kia sparkle

Autoknow. Artist Peter Schreyer worked for Audi and Volkswagen before being lured to 'a whole new world' in Korea

LISA CALVI
wheelbasemedia.com

Peter Schreyer. ALL IMAGES WHEELBASE

The new Cadenza, one of Schreyer's creations, is the largest and most luxurious Kia model to date.

If you haven't noticed, Kia cars have a different look. A different feel. A certain elegance they never had before. And there are new models. Different models. Bigger ones. Look at the new Cadenza.

What's going on over there, anyway? Well, perhaps it has something to with indulging in art a bit. Painter Pablo Picasso said that every child is an artist. "The problem is how to remain an artist when one grows up."

Peter Schreyer, a grown man of 60 years, doesn't have a whole lot of trouble with that. He paints at home — a lot — and then there's his day job as chief designer for Kia.

He's the person behind the styling of all the hot cars from the Korean automaker such as the Rio and the Optima. You could even say that he's the primary reason Kia sales are soaring.

Talent aside, one of the most interesting pieces of this story is that Schreyer is not Korean; he's German. Schreyer actually has a 25-year history with Audi and Volkswagen and began his automotive design career with Audi, working there while he was a student at the Royal College of Art in London, staying on once he had graduated. He was chief designer of Audi from 1994-'02, where he was instrumental in pushing the company to the international forefront as a premium brand. The original Audi TT? His baby, as were the A3 and A6 of those years. From 2002-'05, he was chief designer of Volkswagen and in 2005 he became Head of Advanced Design of Volkswagen. In late 2006, Kia Motors wooed him away.

Another of Schreyer's designs is the Kia Rio. He also designed the Audi 8 and TT.

He maintains his home in Germany but commutes, obviously quite regularly, to Kia's corporate headquarters in Seoul and design studios in Hwaseong, South Korea and Irvine, Calif. Since his tenure began at Kia, he thinks the brand has finally come into its own. "Kia now has a personality; an identity," said Schreyer in a phone interview, "a lot more than it had before. It is a big achievement. I feel the brand has gone from anonymous to more distinct, recognizable as Kia. The 'tiger nose' grille, as we call it, is an identifier for the brand."

The process is ongoing but this dramatic upswing in Kia's popularity, branding and sales is one of Schreyer's proudest achievements, the other being the work done at Audi during the era that he was Chief Designer. His favourite design job?

"If I was going to point to specific vehicles, it would be the Optima, the Rio and of course, the TT and Audi A8."

Schreyer believes that good design is only good if the product is technically good. If he is next to one of "his" vehicles at a traffic light, he says he looks inside to see if the driver and passengers look happy in it. The product has to hold the promise. "I have to want to drive the vehicles as well. Designers are customers too."

Obviously there are huge cultural differences between Korea and Germany and Schreyer might be the only person who can point them out as it relates to car building.

"When I was working with Volkswagen and Audi, I was on my home turf. I grew up in a German/European car culture. Perhaps there is an arrogance that there is nothing outside of that culture. That other cultures can't have a car culture.

"Working with Korea and Kia, I've discovered that there is a whole other world of making cars. I didn't know about this world. I discovered that there are people outside of the European car culture that are very skilled, eager to make great cars." He also admires the speed with which Korean executives act once a decision is made, despite the multi-layered management that must be consulted before getting a go-ahead on an idea.

Perhaps Schreyer is impressed with speed because he's a bit of a speed demon himself. "As a kid, growing up in the Alps with a mother who was into competitive skiing, it was a natural choice at an early age and also skeleton racing at a competitive level. You might not even know what that is."

Actually, no, but it's a sport where one dives head first down a steep hill on a small sled. Painting seems like such a huge contrast to that, but that's how he relaxes. He says that if he were to retire today, painting is what he would do. He even hopes to have an exhibition some day.

The question of the hour? What does he have parked in his garage.

"In Frankfurt, I have a Rio. Where my family home is, I have a Sportage; I really love this vehicle. When I go to Korea, I have a chauffeur because it's so hard to find my way around and I drive a K7, which is the Cadenza in the North American market."

Although he's not divulging any secrets, the secret is out that Kia is as passionate when it comes to design as the man leading the charge.

"The job is stressful, yes. But I love my job so it's a good stress."

Favourites

"If I was going to point to specific vehicles, it would be the Optima, the Rio and of course, the TT and Audi A8."

Germany's Peter Schreyer, chief designer for Kia who formerly worked for Audi

Whole new world

"Working with Korea and Kia, I've discovered that there is a whole other world of making cars. I didn't know about this world."

Germany's Peter Schreyer, chief designer for Kia who formerly worked for Audi

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Taxes payable on full amount of purchase price. †Until December 2, 2013, receive $500/ $750/ $1,000/ $1,250/ $1,500/ $1,750/ $2,000/ $2,250/ $2,500/ $2,750/ $3,000/ $3,500/ $3,750/ $4,000/ $4,250/ $4,750/ $5,500/ $5,750/ $6,500/ $6,750/ $7,500/ $8,000/ $8,250/ $8,500/ $9,250/ $9,500 in Manufacturer Rebates with the purchase or lease of a new 2013 [Focus (excluding S and BEV)], 2014 [Escape 1.6L] / 2013 [Fusion (excluding S)], 2014 [Focus S, Taurus SE, Escape S, F-150 Regular Cab XL 4x2 (Value Leader)] / 2014 [Focus BEV, Transit Connect (excluding Electric), E-Series] / 2013 [C-Max], 2014 [Escape 2.0L] / 2013 [E-Series] 2014 [Mustang V6 Coupe] / 2013 [Fiesta S, Mustang V6 Coupe, Edge AWD (excluding SE), F-150 Regular Cab XL 4x2 (Value Leader), F-350 to F-550 Chassis Cabs] / 2014 [F-350 to F-550 Chassis Cabs] / 2013 [Explorer Base] / 2014 [Taurus (excluding SE)] 2013 [Fiesta (excluding S)] / 2013 [Edge FWD (excluding SE)] 2013 [Taurus SE, Escape 1.6L, Transit Connect (excluding Electric)] / 2014 [Mustang GT, Escape 2.0L] / 2013 [Fusion (excluding S)] / 2014 [Taurus (excluding SE)] 2013 [F-150 Regular Cab (excluding XL 4x2)] / 2014 [F-250 to F-550 Super Cab and Super Crew] / 2013 [F-250 to F-450 Super Cab and Super Crew] / 2013 [F-150 Super Cab and Super Crew] / 2013 [F-150 Regular Cab (excluding XL 4x2)] / 2014 [F-150 Super Cab and Super Crew] / 2013 [F-250 to F-450 Gas Engine (excluding Chassis Cab)] / 2014 [Focus BEV] / 2013 [F-150 Regular Cab (excluding XL 4x2)] / 2014 [F-250 to F-550 Chassis Cabs] / 2013 [Fiesta (excluding S)] / 2014 [Fiesta S, Mustang V6 Coupe, Edge AWD (excluding SE), F-150 Regular Cab XL 4x2 (Value Leader), F-350 to F-550 Chassis Cabs] / 2013 [Explorer Base] / 2014 [Taurus (excluding SE)] 2013 [Fiesta (excluding S)] / 2013 [Edge FWD (excluding SE)] 2013 [Taurus SE, Escape 1.6L, Transit Connect (excluding Electric)] / 2014 [Mustang GT, Escape 2.0L] / 2013 [Fusion (excluding S)] / 2014 [Taurus (excluding SE)] 2013 [F-150 Regular Cab (excluding XL 4x2)] / 2014 [F-250 to F-550 Super Cab and Super Crew] / 2013 [F-250 to F-450 Super Cab and Super Crew] / 2013 [F-150 Super Cab and Super Crew] / 2013 [F-150 Regular Cab (excluding XL 4x2)] / 2014 [F-250 to F-550 Chassis Cabs] / 2013 [Fiesta (excluding S)] / 2014 [Fiesta S, Fusion, Escape and C-MAX, $1,000 on Mustang (excluding Shelby GT500), Taurus, Edge, Explorer, Flex and F-150 (excluding Raptor), and $1,750 on Expedition, All Medium Truck, Chassis, Stripped Cab and cutaway models excluded. 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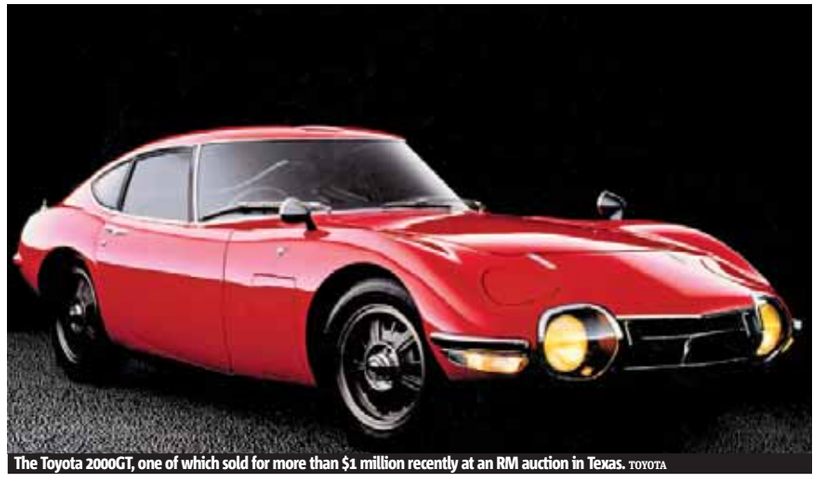
[t]Representative bi-weekly finance example: 2013 Civic DX Sedan (Model FB2E2DEX) on an 84 month term with 182 bi-weekly payments at 1.99% APR [including $1,600 Finance incentive and $431 individual dealer contribution deducted from the negotiated selling price before taxes]. Incentives apply only to Finance contracts through HFS, and can be combined with subvented rates of interest offered by Honda as part of a low rate interest program. Complete price of $16,970. Cost of borrowing is $1,077.28 for a total finance obligation of $16,016.28 with $0 down or equivalent trade-in. *$500 Honda Dollars offer applies only to retail customer purchase or lease agreements for new 2013 Civic and 2013 Fit models concluded between October 1st, 2013 and October 31st, 2013 at participating Ontario Honda Dealers. Deducted from the negotiated price after taxes and can be combined with advertised lease and finance rates. See sales associate for eligible products & services applicable to Honda Dollars offer redemption. [u]Limited time 0.99% APR lease offers on remaining new 2013 Fit DX (Model GE8G2DEX) // 2013 Civic DX Sedan (Model FB2E2DEX) // 2013 CR-Z // 2013 Accord EX Coupe 6MT (Model CT1A7DJ) // 2013 Accord LX Sedan 6MT (Model CR2E3DE) // 2013 CR-V LX 2WD (Model RM3H3DES) for a maximum of 24 // 24 // 24 // 36 // 24 // 36 months. Representative lease example: 2013 Civic DX Sedan (Model FB2E2DEX) on a 24 month term at 0.99% lease APR, the monthly payment is $280.84 with $0 down or equivalent trade-in, $0 security deposit and first monthly payment due at lease inception. Total lease obligation is $6,740.16. 48,000-kilometre allowance; charge of $0.12/km for excess kilometres. ^Receive 0.99% APR purchase financing on remaining new 2013 Fit DX (Model GE8G2DEX) // 2013 Civic DX Sedan (Model FB2E2DEX) // 2013 CR-Z // 2013 Accord EX Coupe 6MT (Model CT1A7DJ) // 2013 Accord LX Sedan 6MT (Model CR2E3DE) // 2013 CR-V LX 2WD (Model RM3H3DES) models for a maximum of 36 // 48 // 24 // 48 // 24 // 48 months. Representative finance example: 2013 Civic DX Sedan (Model FB2E2DEX) on a 24 month term at 0.99% APR and complete price of $16,970, the monthly payment is $714.40. Cost of borrowing is $175.60 for a total finance obligation of $17,145.60 with $0 down or equivalent trade-in. *$1,500 // $1,500 // $2,000 // $1,500 // $2,000 // $3,500 // $2,000 // $2,500 // $4,000 // $5,000 // $5,000 customer cash incentive is valid any new 2013 Fit (except DX, model GE8G2DEX) // 2013 Civic Coupe and Sedan (except DX Sedan, model FB2E2DEX) // 2013 Accord Coupe (except EX Coupe 6MT, model CTA7DJ) // 2013 Accord Sedan (except LX Sedan 6MT, EX-L V6 Sedan and Touring V6 Sedan, models CR2E3DE, CR3F8DJN and CR3F9DKN) // 2013 Accord EX-L V6 Sedan and Touring V6 Sedan // 2013 Crosstour EX 2WD and EX-L 2WD (models TF3H3DJ, TF3H5DJNX) // 2013 Crosstour EX-L 4WD and EX-L 4WD NAVI (models TF2H5DJNX, TF2H5DKNX) // 2013 CR-V (except LX 2WD, model RM3H3DES) // 2013 Odyssey // 2013 Pilot // 2013 Ridgeline models when registered and delivered between October 1st and October 31st, 2013. Cash incentive is available for all Honda retail customers except customers who lease or finance through HFS at a subvented rate of interest offered by Honda as part of a low rate interest program. All advertised lease and finance rates are special rates. Cash incentive will be deducted from the negotiated price before taxes. For all offers: license, insurance, PPSA, other taxes (including HST) and excess wear and tear are extra. Taxes payable on full amount of purchase price. Offers only valid for Ontario residents at Ontario Honda Dealers. Dealer may sell/lease for less. Dealer order/trade may be necessary. Vehicles and accessories are for illustration purposes only. Offers, prices and features subject to change without notice. See your Ontario Honda Dealer or visit HondaOntario.com for full details. **Based on Association of International Automobile Manufacturers of Canada (AIAMC) data reflecting sales between 1997 and December 2012. ~Based on Fuel Consumption Guide ratings from Natural Resources Canada. Transport Canada approved test methods used. Your actual fuel consumption will vary based on driving habits and other factors – use for comparison only.

Welcome to the land of the rising sports car price



The Toyota 2000GT, one of which sold for more than $1 million recently at an RM auction in Texas. TOYOTA

Autopilot. Following the landmark $1.2m sale of a Japanese model the cost of them will now only shoot upward

AUTO PILOT
Mike Goetz
drive@metronews.ca

Not that long ago the only Japanese car you'd likely see at an upper-crusty classic car gathering was maybe the 2001 Camry station wagon belonging to the caterer. Now, vintage Japanese sports cars are suddenly highly sought after and hot.

This spring, at a RM Auctions in Texas, a 1967 Toyota 2000GT traded hands for $1,155,000 — the highest price ever paid at auction for a Japanese production car.

That result definitely got the notice of the collector car market, says RM Auctions' Don Rose, who specializes in Aston Martin and other European sports and GT cars produced between 1945 and 1985, but he is also deeply interested in the potential of Japanese machinery.

"I think it's an important part of the collector market," says Rose. He notes that while many in the collector car market harboured a stigma about Japanese vintage vehicles, he was never among them. "I am very bullish on the future of these Japanese cars."

After the 1967 Toyota 2000GT, of which only 351 were made, the most sought after Japanese collectible is the 1967 to 1968 Mazda Cosmo Sport, the world's first sports car powered by a rotary engine. It just so happens, Rose owns an example of both the 2000GT and the Cosmo Sport. The Mazda was never imported to North America. He figures there might only be 10 or so currently in North America. Mazda Canada has one, and so does Jay Leno.

"Beyond those two, you sort of pull yourself into another generation of vehicles," says Rose. Spearheading the generation is the Nissan Skyline GT-R (1969-73, 1989-2002), made famous by film and video game appearances, drifting fame and being the subject of all-out lust by youngsters who had posters of the GT-R on their bedroom walls when they were growing up.

A Skyline GT-R is a perfect example of a "JDM vehicle," one built (virtually) exclusively for the Japanese Domestic Market. "There are a whole lot of hot-rod JDM cars out there that are very interesting," says Rose. "(They are) well engineered, quick, fun to drive, and well made."

But the trick might be getting your hands on a prized JDM vehicle. "The Japanese tend to hold them very closely," says Rose. "It's almost like not wanting local treasures to go abroad." The collecting of "JDM vehicles" is in a nascent stage here in North America, reckons Rose. It certainly hasn't reached the "RM Auctions level," which revolves around top-rank collectible vehicles. But he figures it could reach that prime level in five years or so, citing the generation X demographic at play here.

"It's the guys who might be 35 to 40 now, and reaching a point in their careers where they might have some spare change to buy these cars — cars they coveted when they were kids." Isn't that just the way it always happens? Kid puts poster of car on wall, man he becomes buys the car on the poster in mid-life after he finally got some bucks to throw around. There must be a better way.

Top Japanese Collectibles

- **1)** 1967 Toyota 2000GT $1M (more or less)
- **2)** 1967-68 Mazda Cosmo Sport $75,000 to $125,000
- **3)** 1969-73 & 1989-2002 Nissan Skyline GT-R $25,000 to $125,000
- **4)** 1991-2005 Acura NSX $30,000 to $50,000
- **5)** 1970-1973 Datsun 240Z $15,000 to $50,000

*Approximate value in American dollars for best-condition vehicles

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TRAVERSE LTZ FWD SHOWN††

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For the latest information, visit us at chevrolet.ca, drop by your local Chevrolet Dealer or call us at 1-800-GM-DRIVE. ▼Based on a 60/48/48/36 month lease for 2014 Chevrolet Cruze LS 1SA/Trax LS FWD 1SA/Equinox LS FWD 1LS/Traverse LS FWD 1LS/Silverado 1500 Crew Cab 4WD 1WT+G80+B30). Annual kilometre limit of 20,000 km, $0.16 per excess kilometre. OAC by GM Financial. Monthly/Bi-Weekly payments may vary depending on down payment/trade. A down payment or trade of $0 and/or $0 security deposit is required. Total obligation is $10,850/$13,395/$16,571/$20,737/$14,772. Option to purchase at lease end is $6,686/$8,524/$12,038/$15,748/$20,304. Excess wear and tear and km charges not included. Other lease options available. ♦$3,500 is a manufacturer to dealer delivery credit (tax exclusive) for 2014 Chevrolet Silverado 1500 Ext. & Crew Cab and is reflected in offers in this advertisement. Other cash credits available on most models. See dealer for details. ▼/♦/***Freight & PDI ($1,600/$1,600/$1,600/$1,650), registration, air and tire levies and OMVIC fees included. Insurance, licence, PPSA, dealer fees and applicable taxes not included. Offers apply as indicated to 2014 new or demonstrator models of the vehicle equipped as described. Offers apply to qualified retail customers in the Ontario Chevrolet Dealer Marketing Association area only (including Outaouais). Dealers are free to set individual prices. Quantities limited; dealer order or trade may be required. Limited time offers which may not be combined with other offers. GMCL may modify, extend or terminate offers in whole or in part at any time without notice. Conditions and limitations apply. See dealer for details. ††2014 Cruze LTZ, MSRP with freight, PDI & levies $28,489. 2014 Trax LTZ FWD, MSRP with freight, PDI & levies $30,089. 2014 Equinox LTZ FWD, MSRP with freight, PDI & levies $37,539. 2014 Traverse LTZ FWD, MSRP with freight, PDI & levies $48,289. 2014 Silverado 1500 LTZ Crew Cab 4WD, MSRP $51,379. Dealers are free to set individual prices. †Offer valid only to eligible retail lessees in Canada who have obtained credit approval by GM Financial, have entered into a lease agreement with GM Financial, and who accept delivery from October 1, 2013 through January 2, 2014 of a new eligible 2014 model. General Motors of Canada will pay the first month's lease payment (inclusive of taxes and any applicable pro-rata amount normally due at lease delivery as defined on the lease agreement). After the first month, lessee will be required to make all remaining scheduled payments over the remaining term of the lease agreement. 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2013 IIHS TOP SAFETY PICK▲

JAPANESE ENGINEERING FROM

$26,423*

$269 LEASE PAYMENT FOR **39** MONTHS*

$2,781 DOWN* | 0.9% LEASE RATE*

ALL-WHEEL DRIVE STANDARD

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▲ Ratings of "Good" are the highest rating awarded for performance in five safety tests (moderate overlap front, small overlap front, side, rollover and rear) conducted by the Insurance Institute for Highway Safety (IIHS) (www.iihs.org). To earn a 2013 TOP SAFETY PICK, a vehicle must receive a "Good" rating in the moderate overlap front, side, rollover and rear tests. To earn a 2013 TOP SAFETY PICK+, a vehicle must receive a "Good" rating in at least four of the five tests and a "Good" or "Acceptable" rating in the fifth test. 2013 Legacy models have received an IIHS TOP SAFETY PICK+ rating for vehicles built after August 2012. ♦Based on ALG's 2013 Canadian Residual Value Award for Best Compact Car. ‡$500 My Subaru Rewards Card offer applies to qualifying new 2013 Outback and 2013 Legacy lease or purchase transactions until January 3, 2014. Customer must complete an online or mail-in registration to receive offer. The $500 prepaid credit card has a 24-month expiry period and is valid at participating Subaru dealerships towards the purchase of parts, accessories, services and certain extended warranties. Not transferable or convertible to cash or vehicle discount. Terms and conditions apply. Please see dealer or www.mysubarurewards.ca for details. *MSRP of $24,495/$19,995 on 2013 XV Crosstrek Touring Package (DX1 TP)/2013 Impreza 2.0i 4-door (DF1 BP). Lease rate of 0.9%/0.9% for 39/48 months. Monthly payment is $269/$199 with $2,781/$2,695 down payment. Option to purchase at end of lease is $13,436/$9,944. MSRP of $24,795 on 2013 Legacy 2.5i (DA2 BP), with finance rates available from 0.5%. Advertised pricing consists of MSRP plus charges for Freight/PDI ($1,595), Air Tax ($100), Tire Stewardship Levy ($29.20), OMVIC Fee ($5), Dealer Admin ($199). Freight/PDI charge includes a full tank of gas. Taxes, license, registration and insurance are extra. $0 security deposit. Models shown: 2013 XV Crosstrek Limited Package (DX1 LP) with an MSRP of $28,995. 2013 Impreza 2.0i Limited Package (DF1 LP) with an MSRP of $26,895. 2013 Legacy 3.6R Limited (DA2 LN6) with an MSRP of $34,695. Dealers may sell or lease for less or may have to order or trade. Offers applicable on approved credit at participating dealers only. Lease based on a maximum of 20,000 km per year, with excess charged at $0.10/km. Leasing and financing programs available through Subaru Financial Services by TCCI. Other lease and finance rates and terms available; down payment or equivalent trade-in may be required. Vehicles shown solely for purposes of illustration, and may not be equipped exactly as shown. Offers available until October 31, 2013. See your local Subaru dealer for complete program details.

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Monday through Thursday: 7:30am–9pm*
Friday: 7:30am–5pm Saturday & Sunday: Closed

Change starts October 21, 2013.
*After 5pm, only basic maintenance will be done.

NEW EMPLOYEE IN OUR SERVICE DEPARTMENT!

We are pleased to announce that we have hired a new service advisor. Next time you come into the dealership, don't hesitate to say hello to Valérie!

Valérie Dorion, SERVICE ADVISOR

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Horoscopes

♈ Aries
March 21 - April 20
You may be suspicious of someone's motives but don't go public about them just yet. There is a chance you are jumping at shadows. Do some checking before your talk.

♉ Taurus
April 21 - May 21
You will have a change of heart about someone you have not seen eye-to-eye with in recent weeks. Whatever your initial disagreement, it is clear the feud has gone on too long. Let bygones be bygones.

♊ Gemini
May 22 - June 21
You need to get the balance right between the time you spend working and having fun. The Sun's change of signs today warns you may have to focus more on work for a while .

♋ Cancer
June 22 - July 23
One of the best times of the year begins for you today and you are eager to get started. But don't throw yourself into something new without thinking about it. What is it you are most creative at? Do that.

♌ Leo
July 24 - Aug. 23
There may be some animosity between you and someone you have to deal with on a day-to-day basis but don't let it get out of hand. Remember that in the greater scheme of things, we all have a role to play.

♍ Virgo
Aug. 24 - Sept. 23
Keep your ideas to yourself for a few days. If your rivals get an inkling of what you're planning, they may try to beat you to it. You don't want to have to start before you're ready.

♎ Libra
Sept. 24 - Oct. 23
Try not to be offended if someone tells you how to run your life today. They only want to be helpful, even though as far as you are concerned they clearly don't know what they are talking about. Play nice.

♏ Scorpio
Oct. 24 - Nov. 22
What's done is done and cannot be undone, so put what happened yesterday and the day before out of your mind. The Sun moves into your sign today, making this the perfect time to begin anew.

♐ Sagittarius
Nov. 23 - Dec. 21
Your main priority now must be to clear all the junk from your life. There's far too much of it. If it's not essential, get rid of it. The less you possess, the more you will accomplish.

♑ Capricorn
Dec. 22 - Jan. 20
Do you care what others think about you? You probably care too much and it's time to put their opinions out of your head and do only what pleases you.

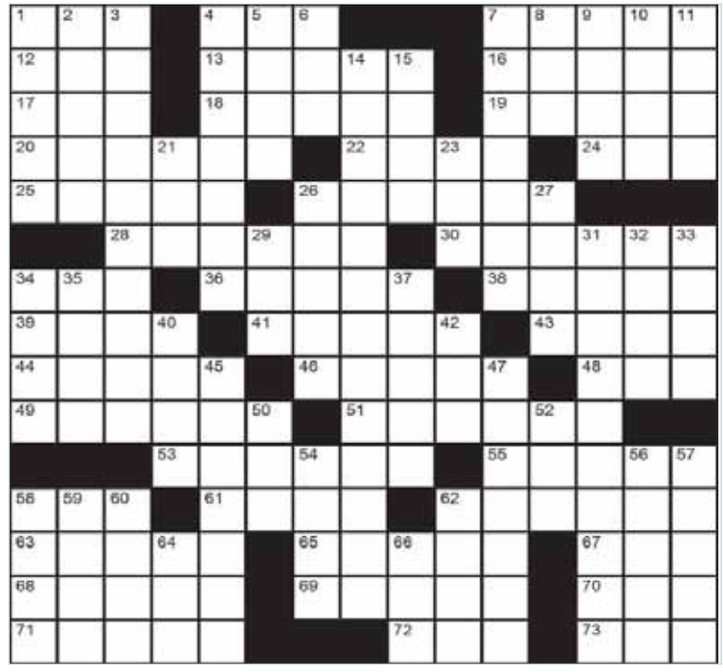
♒ Aquarius
Jan. 21 - Feb. 19
The Sun crosses the career angle of your chart today, so it won't be long before you are moving up in the world. First though there are tough decisions to be made. Who and what do you really want to be?

♓ Pisces
Feb. 20 - March 20
Planets indicate you're thinking of moving away from where you are now, maybe physically or mentally but certainly emotionally. The more you accept change, the more you'll be rewarded. SALLY BROMPTON

Crossword: Canada Across and Down

See today's answers at metronews.ca/answers.

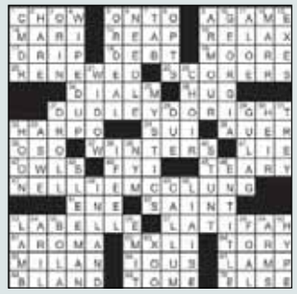
BY KELLY ANN BUCHANAN



Across
1. One __ _ time
4. Sea, in Sherbrooke
7. Was concerned
12. Void, in Montreal
13. Putting into service
16. Lecture from the podium
17. Caesar's 551
18. Sewing kit item
19. Take the top off
20. Elegant touch
22. Soup morsel
24. East: French
25. Ben Heppner's music
26. Pinnacle
28. Fireplace feature
30. Fancily attired
34. Type of antelope
36. Kind of roof
38. Boorish being in Jonathan Swift's novel Gulliver's Travels
39. Geological periods
41. Holy __
43. Yearn
44. Mountain lakes
46. Accountant's review
48. Rug of Scandinavia
49. Drove off the housefly
51. Sizzling
53. Scribe
55. Salts sort
58. SNL part, for short
61. Concept
62. Enchanted attraction
63. Oscar Peterson's instrument
65. Commence
67. Rock-__ (Classic jukebox company)
68. "Bon voyage!"
69. Luciano Pavarotti
70. "The Adventures of __ Tin Tin" ('50s TV series)
71. Is cheese, does this when heated
72. High card
73. Bryan Adams song: "The Best Was __ to Come"

Down
1. "Well... yes __ __." (Indecisive response)
2. Autumn-planted bulb
3. Canadian author born in Wingham, ON: 2 wds. (See #14-Down and #31-Down for more)
4. Ford sports car
5. Spot
6. Copacabana city
7. Shania Twain's music
8. Prince Valiant's son
9. Sprint
10. Flight schedule acronyms
11. Grocery area, for short
14. Swedish-given international honouree's title since 1901: 2 wds.
15. Hidden valley
21. Cenozoic, for one
23. Assistance
26. Something striped
27. Mend
29. Price-putting place
31. Literary work: 2 wds.
32. Big name in TVs
33. __ mat
34. Acquires
35. Old Testament sailor
37. Downy duck
40. Fairytaledom's Miss White
42. Pickle jar topper
45. Really not joking
47. Play-putting-on place
50. Fared
52. Ancient Roman harvest goddess
54. See if it works
56. "Kukla, Fran and __" (Classic puppet TV show)
57. Stood for something
58. Canned meat
59. Military assistant, __-de-camp
60. Pin the __ on the Donkey
62. Alligator-looking creature, commonly
64. Goalkeeper's guardee
66. Anecdotal collection (abbvr.)

Yesterday's Crossword



Sudoku

How to play
Fill in the grid, so that every row, every column and every 3x3 box contains the digits 1-9. There is no math involved.

7				3			5	4
2	4		7				9	
		5	4		1	7		
		7		6		9	8	
5			3		9			1
	6	9		1		2		
		3	6		5	8		
	5				3		7	9
6	9			2				3

Yesterday's Sudoku

7	2	6	4	8	1	3	9	5
1	9	5	2	7	3	8	6	4
8	4	3	5	6	9	1	2	7
9	5	1	8	3	2	7	4	6
3	6	8	7	4	5	9	1	2
2	7	4	9	1	6	5	3	8
5	3	7	1	2	4	6	8	9
6	8	2	3	9	7	4	5	1
4	1	9	6	5	8	2	7	3

Today
7°/-1°
Partly cloudy
Thursday
7°/0°
Variable
Know what the weather will be 14 days from now.
Check the 14 day trend.
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ON ELANTRA L MANUAL

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(AMOUNT SHOWN ON THE 2013 GENESIS 5.0L GDI R-SPEC)

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2013 ACCENT 5 DR L

HWY: 5.3L/100 KM
CITY: 7.1L/100 KM▼

Inventory is limited.
Dealer order may be required.

GLS model shown

OWN IT FOR $73 BI-WEEKLY
WITH 0%† FINANCING FOR 96 MONTHS
NO MONEY DOWN

SELLING PRICE: $15,135• ACCENT 5 DR L 6-SPEED MANUAL. $200 PRICE ADJUSTMENTΩ, FEES, DELIVERY & DESTINATION INCLUDED. PLUS HST.

STANDARD FEATURES INCLUDE:

1.6L GDI ENGINE • FRONT ACTIVE HEADRESTS • FRONT, SIDE & CURTAIN AIRBAGS POWER DOOR LOCKS • AM/FM/CD/MP3/USB/IPOD® AUDIO SYSTEM

2013 ELANTRA L

HWY: 5.2L/100 KM
CITY: 7.1L/100 KM▼

Inventory is limited.
Dealer order may be required.

Limited model shown

OWN IT FOR $79 BI-WEEKLY
WITH 0%† FINANCING FOR 96 MONTHS + $1,000 IN PRICE ADJUSTMENTSΩ
NO MONEY DOWN

★★★★★ AWARDED THE HIGHEST GOVERNMENT CRASH SAFETY RATING▲ U.S. NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION

SELLING PRICE: $16,535• ELANTRA L 6-SPEED MANUAL. $1,000 PRICE ADJUSTMENTΩ, FEES, DELIVERY & DESTINATION INCLUDED. PLUS HST.

STANDARD FEATURES INCLUDE:

6 AIRBAGS • IPOD®/USB/AUXILIARY INPUT JACKS • POWER WINDOWS & DOOR LOCKS • ABS WITH TRACTION CONTROL SYSTEM • DUAL HEATED POWER EXTERIOR MIRRORS

2013 SONATA SE

HWY: 5.6L/100 KM
CITY: 8.7 L/100 KM▼

Limited model shown
Inventory is limited.

GET UP TO $5,250 IN PRICE ADJUSTMENTSΩ

★★★★★ AWARDED THE HIGHEST GOVERNMENT CRASH SAFETY RATING▲ U.S. NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION

SELLING PRICE: $23,935• SONATA SE AUTO. $5,250 PRICE ADJUSTMENTΩ, FEES, DELIVERY & DESTINATION INCLUDED. PLUS HST.

STANDARD FEATURES INCLUDE:

SPORT-TUNED SUSPENSION • HEATED FRONT/REAR SEATS • 18" HYPER-SILVER ALLOY WHEELS • SIRIUS XM™ RADIO WITH BLUETOOTH® HANDS FREE PHONE SYSTEM • POWER SUNROOF

2013 SANTA FE SPORT 2.0T PREMIUM AWD

HWY: 8.4L/100 KM
CITY: 11.0L/100 KM▼

Limited model shown
Inventory is limited.

OWN IT FOR $168 BI-WEEKLY
WITH 0.99%† FINANCING FOR 96 MONTHS
WITH $900 DOWN

2013 CANADIAN UTILITY VEHICLE OF THE YEAR
AJAC Automobile Journalists Association of Canada

SELLING PRICE: $34,395• SANTA FE SPORT 2.0T PREMIUM AWD AUTO. FEES, DELIVERY & DESTINATION INCLUDED. PLUS HST.

STANDARD FEATURES INCLUDE:

ALL-WHEEL DRIVE
• 264 HP 2.0L TURBOCHARGED ENGINE
• REAR PARK ASSIST

P.K. SUBBAN
Montreal Canadiens Defenceman and Hyundai Hockey Helper

HELP GET KIDS INTO THE GAME!

Last year Hyundai Hockey Helpers helped over 1,800 kids get in the game and is working hard to help even more this year. Visit your local Hyundai dealer in October to help get a kid into the game. Join us online and take the Hyundai 1,000 Puck Challenge to improve your game AND help kids in your community play hockey.

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™The Hyundai names, logos, product names, feature names, images and slogans are trademarks owned by Hyundai Auto Canada Corp. All other trademarks are the property of their respective owners. †Finance offers available O.A.C. from Hyundai Financial Services based on a new 2013 Accent 5 Door L 6-Speed Manual/Elantra L 6-Speed Manual/Santa Fe Sport 2.0T Premium AWD Auto with an annual finance rate of 0%/0%/0.99% for 96 months. Bi-weekly payments are $73/$79/$168. $0/$0/$900 down payment required. Cost of Borrowing is $0/$0/$1,358. Finance offers include Delivery and Destination of $1,550/$1,550/$1,760, fees, levies, and all applicable charges (excluding HST). Finance Offers exclude registration, insurance, PPSA and license fees. Delivery and Destination charge includes freight, P.D.E., dealer admin fees and a full tank of gas. Financing example: 2013 Elantra L 6-Speed Manual for $16,535 (includes $1,000 in price adjustments) at 0% per annum equals $79 bi-weekly for 96 months for a total obligation of $16,535. Cash price is $16,535. Cost of Borrowing is $0. Example price includes Delivery and Destination of $1,550, fees, levies, and all applicable charges (excluding HST). Finance example excludes registration, insurance, PPSA and license fees. Delivery and Destination charge includes freight, P.D.E., dealer admin fees and a full tank of gas. Delivery and Destination for Sonata SE is $1,650. ▼Fuel consumption for 2013 Accent 5 Door L 6-Speed Manual (HWY 5.3L/100KM; City 7.1L/100KM)/Elantra L 6-Speed Manual (HWY 5.2L/100KM; City 7.1L/100KM)/Sonata SE Auto (HWY 5.6L/100KM; City 8.7L/100KM)/Santa Fe Sport 2.0T Premium AWD Auto (HWY 8.4L/100KM, City 11.0L/100KM) are based on Energuide. Actual fuel efficiency may vary based on driving conditions and the addition of certain vehicle accessories. Fuel economy figures are used for comparison purposes only. ♦Price of models shown: 2013 Accent 5 Door GLS 6-Speed Manual/Elantra Limited/ Sonata Limited/Santa Fe Sport 2.0T Limited AWD are $19,385/$24,985/$30,785/$40,395. Prices include Delivery and Destination charges of $1,550/$1,550/$1,650/$1,760, fees, levies, and all applicable charges (excluding HST). Prices exclude registration, insurance, PPSA and license fees. ΩPrice adjustments are calculated against the vehicle's starting price. Price adjustments of up to $10,000/$200/$1,000/$5,250 available on 2013 Genesis 5.0L GDI R-Spec (on cash purchases only)/Accent 5 Door L 6-Speed Manual/Elantra L 6-Speed Manual/Sonata SE Auto (on cash purchases only). Price adjustments applied before taxes. Offer cannot be combined or used in conjunction with any other available offers. Offer is non-transferable and cannot be assigned. No vehicle trade-in required. ▲Government 5-Star Safety Ratings are part of the U.S. National Highway Traffic Safety Administration's (NHTSA's) New Car Assessment Program (www.SaferCar.gov). †Ω♦Offers available for a limited time, and subject to change or cancellation without notice. See dealer for complete details. Dealer may sell for less. Inventory is limited, dealer order may be required. ††Hyundai's Comprehensive Limited Warranty coverage covers most vehicle components against defects in workmanship under normal use and maintenance conditions.

Visit your local Ottawa area Hyundai Dealer

Hyundai Pembroke
1945 Petawawa Blvd.
Pembroke, 613-735-5636

Myers Kanata Hyundai
400-2500 Palladium Dr.
Kanata, On 613-592-8883

Myers Hyundai
164 Robertson Rd.
Ottawa, 613-721-4567

Hyundai on Hunt Club
390 Hunt Club Road West
Ottawa, 613-688-3600

Bank Street Hyundai
2788 Bank St.
Ottawa, 613-739-7530

Pathway Hyundai
1375 Youville Dr.
Orleans, 613-837-4222

Harmony Hyundai
293 Pigeon St.
Rockland, 613-446-2220

Surgenor Hyundai
895 St. Laurent Blvd.
Ottawa, 613-741-1800